

# DW and

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## SHIPPING - HANDLING - WAREHOUSING - DISTRIBUTION Services and Supplies

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**CLEVELAND**

D and W, February, 1939

# FEDERAL MOTORSHIP CORPORATION

OFFICES: NEW YORK · CHICAGO



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L. S. MARTIN  
EASTERN REPRESENTATIVE

Address Communications to 522 FIFTH AVENUE, NEW YORK

January 25th, 1939.

D and W  
249 West 39th St.,  
New York City.

Att: Mr. F. E. Spooner

Gentlemen:-

Our small ad on page 21 of your 1939 Shippers' Directory produced three inquiries by the 23rd, about three days after it was published.

Company 'A' called us advising, "We notice your ad in D and W and would like to know something more about your activities". Well, we told him and as a result have added another shipper to a steadily growing list of firms who find our service as a Contract Carrier to be exactly what their requirements demand.

New business is always most welcome and in this instance, we feel that D and W has rendered us a valuable service. It is not the first time we have had occasion to appreciate the results of D and W advertising and consequently we feel that we should compliment you for the excellent service you have rendered us and transportation generally.

Faithfully yours

Federal Motorship Corp.

*L. S. Martin*  
Mr. Eastern Rep.

## The Editor's Page

### Quick-Freezing and Shrinkage

THE time seems to be rapidly approaching when it will become necessary to define in a broad sense the term "quick-freezing."

It was only a few years ago when quick-freezing was a matter of days and it is now becoming a matter of minutes. Quick-freezing means the removal of heat so rapidly from the product that the water crystals both within and surrounding the cellular structure of the product are frozen so quickly that the crystals are minute in size and do not, due to the expansion into ice, break the cell structure.

Quick-freezing is therefore a factor of the rate at which heat can be removed from the product and is not in any sense dependent wholly upon temperature. Peas, for example, which are frozen within a period of 10 minutes show a very satisfactory formation of small ice crystals with the cells left complete, with little evidence of rupture. Peas frozen in 1½ hrs. show a cell structure completely broken down.

A broken down structure of any quick-frozen product will, upon complete defrosting, permit of the loss of the liquid content of the cell, which contains the vitamins and flavor required of a good product.

In addition to the fast rate of freezing mentioned above, there is further required a method of procedure which will eliminate shrinkage, because shrinkage again draws out of the product the liquid which contains its flavor and health giving properties.

Not only does the elimination of moisture destroy the flavor of the product but the withdrawal of this moisture from the skin surface causes the surface to shrivel up and become tougher so that a product loses its sales value in appearance and in tenderness when eaten.

It is perfectly possible to meet these requirements in commercial freezing but such activity requires care in the selection of the system involved and it is our hope that those who are interested in the future progress of quick-freezing will study available systems more carefully and thereby avoid the use of a process which though possibly cheaper than others, will not produce the best results.

### Rail-Warehousing Decision

THE decision of the Supreme Court in the Port of New York railroad warehousing case (Ex Parte 104, Part 6), should be given the status of "must" reading by every person engaged in the business of transportation, regardless of the medium employed, and whether he be carrier or shipper.

Important as it was in determining the issues of the immediate controversy, it was of far greater significance as a code of legal and economic principles, guiding along the paths of legality and sane competition those whose calling is the movement of commodities.

The uneconomic foundation upon which the rail car-

riers had constructed their storage practices was strikingly illuminated in the judicial summation: "No findings appear, nor has our attention been called to any evidence, which suggests the charges were made to meet the competition of the commercial warehousemen or were based upon the fair value of the services rendered, regardless of competition. On the contrary, it was the carriers' struggle to obtain line haul traffic which led them into the price cutting warfare."

Brushing aside the volumes of testimony and legislative argument, the Court placed its finger directly upon the crux of a problem which for years has sapped revenues of the rail carriers and the commercial warehousing interests without supplying a single offsetting benefit: unthinking competition for tonnage.

Even the most cursory reading of the decision written by Justice Stanley Reed makes clear the fact that the high court was "speaking over the heads" of the rail operators to give counsel to all transportation agencies whose services make in-transit storage requisite. Prudence dictates that railroad, water-borne, and truck warehousing policies be framed to accord with the simple truth enunciated by the Court: that below-cost storage (or below-value storage, if it has the effect of reducing carrier charges below those approved by the Interstate Commerce Commission), is a plain violation of the letter and spirit of federal law, one which will not be condoned, and which is harmful to all concerned.

To shipper, too, the Court made crystal clear a fact that should be too obvious to need mention, namely, that rate-cutting advantages which creep into our national scheme of transportation can be at most only a temporary gain; that, in the long run freight must pay its way.

Commercial warehousemen in the Port of New York have won a signal victory of lasting importance. While the railroads had their collective knuckles rather severely rapped by the high court justices, there is consolation for them in the fact that, at last, a uniformly applicable rule has been laid down and a competitive headache dispelled.

### Importance of Physical Inventory in Warehouses Stressed

In an editorial on the Coster-Musica "Great Impersonation" case, involving "F. Donald Coster" (Philip Musica), head of the venerable firm of McKesson & Robbins, the *Philadelphia Record* recently said in part:

"It would not seem too much to expect that great corporations such as McKesson & Robbins should agree to an annual physical check of assets. There were no such checks in McKesson & Robbins, by Musica's orders. They would have shown up the non-existent crude drug warehouses, the dummy Canadian corporations. In the end, however, there are no substitutes for character and honesty. No system of bookkeeping is proof

(Concluded on page 40)

North Pier Terminal is a reminder that Chicago is an important world port, but this description of its wide range of facilities shows its part in Chicago's growth as a traffic center.



Yard view—East Chicago Dock Terminal

## A CHICAGO TERMINAL'S DIVERSIFIED SERVICE

BESIDES being a railroad center and the hub of diverging highways excellent for motor freight transport, Chicago has also been "blessed" with a trinity of water developments such as no other city in the world can boast of, but for which it is not yet so well known. It has an unsurpassed inland waterway system, for instance, that is just beginning to come into its own, with connections up and down the Mississippi River to practically all of the interior cities of the United States and Gulf ports. In addition

to this marvelous inland waterway it has the benefit of the Great Lakes. Standing, as it does, at one end of this group of lakes, it is in a position to serve shippers and receivers of freight who can benefit from the low cost movement of large vessels through the Great Lakes. These two waterways, in addition to its overland facilities, would satisfy almost any other city, but it has yet another—Chicago is to be of still greater service through the economies derived from its direct lakes-ocean transportation.

Commodities of almost every type and description find their way through the Chicago gateway. Service on the Mississippi-Illinois River System, which gives direct access to the Gulf, is taken care of by the Federal Barge Lines and independent operators, giving contract and carrier service on these inland waterways. On the Great Lakes the rail-and-water shipments are handled by lake steamship companies. Furthermore, motorships operated by the Federal Motorship Corporation serve the Atlantic Seaboard with direct sailings to Chicago, eliminating the necessity of trans-shipment; and greatest of all, there is an ocean line, which operates a scheduled service from the Great Lakes direct to Europe; while another line is about to bring a fleet of specially constructed boats into the Great Lakes next year to augment this direct overseas service.

Strategically located as a transfer point is Chicago's Waterfront Terminal—better known as the North Pier Terminal, where almost daily during the season of navigation boats from Europe, motorships from the Eastern Seaboard, vessels from various Great Lakes ports, as well as barges from points throughout the Mississippi Valley, not to mention the ocean vessels docked there at times, can be seen loading and discharging their cargoes, thus keeping before the eyes of the thousands of people passing daily over



Looking along Ogden Slip on dock side of the North Pier Terminal





Merchandise received by boat in storage at Chicago

the New Outer Drive, the importance of Chicago as a world port. The North Pier Terminal has grown to prominence in the Midwest because it has had the willingness to pioneer in helping shippers throughout the country find more economical means for distributing their products.

This terminal and its related facilities, namely the East Chicago Dock and North Pier River Barge Terminal, function as a medium for the trans-shipment of freight

to and from all kinds of water, rail and truck carriers. The management has kept pace with the requirements of the districts it serves, and has had enough vision to realize that with the constant changes taking place from day to day, diversification of its business would be essential in order to continue to be of value to shippers and receivers of freight.

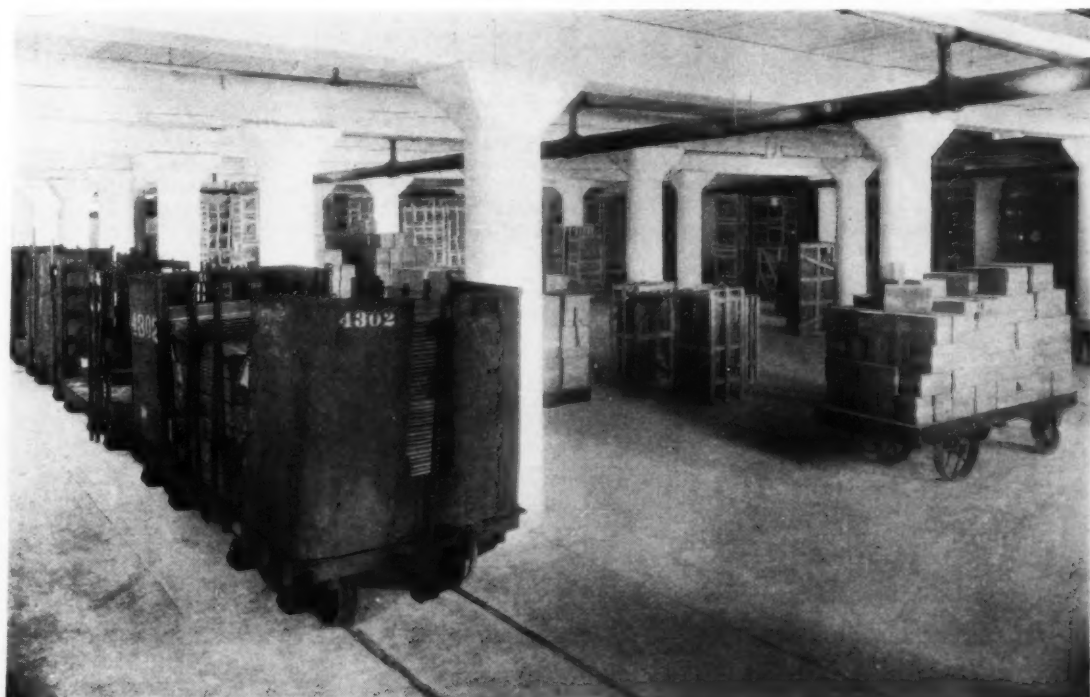
The building itself is a landmark, ranking as one of the largest buildings under one roof in the

United States, with the new Outer Drive cutting right through the building, permitting thousands of vehicles to pass through it daily. It stretches along Ogden slip, one of the first inner slips in the Chicago harbor to be considered navigable by the United States Government. On the other side are a number of rail sidings running along the full length of the building and capable of holding 150 cars.

The Terminal is unique too in that it is a composite of an assorted group of industries such as may not easily be found in any other place. Here is located the Mid-west distribution center for the General Electric Co. All its products, from radios down to motors, are handled through this terminal. Its distributor is also located in the same building with sales and showrooms. In another portion of the building the Radio Corporation of America records its progress, has its display and salesrooms, and stores and distributes sundry items. Concerns from the Pacific Coast have office and warehouse units in the building, and many other well-known organizations distribute from this terminal. Its location, overlooking parks and offering a sweeping view of the lake, makes it desirable for the location of offices and warehouse combinations and for light manufacturing. The building has direct

(Continued on page 51)

Shipping room at North Pier Terminal. L.c.l. freight loaded on tunnel cars awaiting transfer to connecting rail lines for distribution beyond Chicago





One of the class S2 locomotives on the Milwaukee Road. The locomotive bed is a huge one-piece steel casting weighing 77,120 lbs. The engine and tender weigh 887,450 lbs. and the tractive force is 70,800 lbs.

## How the Chicago, Milwaukee & St. Paul R.R. is SPEEDING UP ITS FREIGHT SCHEDULES

	10 Yrs. Ago Hrs. Enroute hrs. min.	Today Hrs. Enroute hrs. min.	Reduction Hrs. Enroute hrs. min.
Chicago-Seattle Fast Frt.	194	129 45	64 15
Chicago-Twin City Time Frt.	35 05	19 15	15 50
Twin City-Chicago Time Frt.	38	19 30	18 30
Chicago-Omaha Time Frt.	23 40	19 30	4 10
Chicago-Kansas City	32 25	22 15	10 10
Kansas City-Chicago	31 15	18	13 15

**T**HE Chicago, Milwaukee, St. Paul and Pacific has had its full share in the development of the Middle West as well as the Pacific Northwest. Particularly noteworthy is its service to shippers which is expedited by careful planning in the selection of the fastest possible route for the respective shipments. The road has printed instructions on train make-up, compiled in a manual to be used as a ready reference by the men in the field. The manual also contains routing instructions for individual territories from all terminals contained therein.

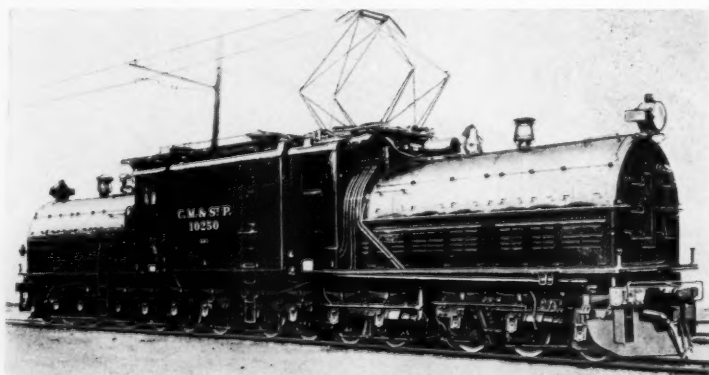
It also goes into careful consideration of connecting line service to still further improve through-schedules. Freight train connections at all points are made regularly and without delay, thus speeding up the transport of freight to a degree formerly thought necessary only for passenger service. The tabulated com-

parison given above will clearly show how freight schedules have been improved.

The above are merely examples of improved service for the benefit

of the shipping public. In the last 3 yrs. freight schedules, both carload and l.c.l. have been considerably improved as indicated by the fact that the Chicago Puget Sound freight service is reduced by 24 hrs., Kansas City-Chicago service by 10 hrs., Kansas City-Twin City service by 15 hrs., Milwaukee-Kansas City service by 9 hrs.; l.c.l. service has also been reduced 24 hrs. between Omaha, Sioux City, Des Moines, Cedar Rapids, Dubuque, La Crosse, Wausau and Chicago. Through-cars operated from Chicago to Perry, Iowa, containing freight for points on the Des

The Bi-Polar type electric locomotive has an overall length of 75 ft. and weighs 261 tons

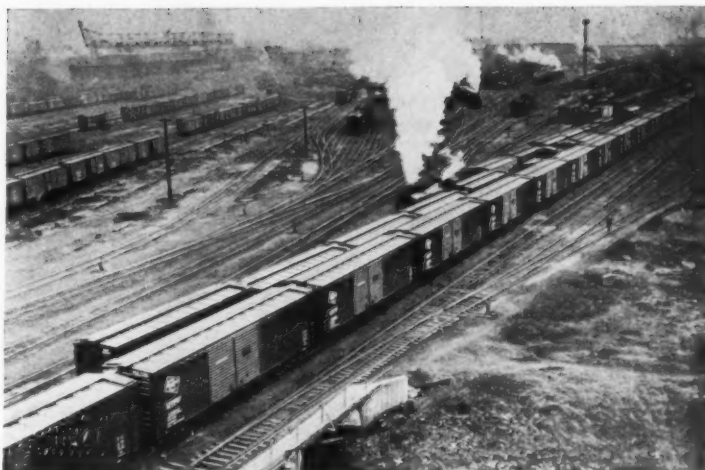


Moines Division, Iowa Division, and I and D Division, are being handled at Perry on the first day from Chicago, for second morning delivery to stations involved. This service is 24 hrs. faster than service in effect prior to 1932, at which time 3rd-day delivery was made. Through-package cars originating at Cleveland and Detroit, destined to Minneapolis are now operated on a 24 hr. faster schedule.

A transfer station with all modern equipment and well-thought-out system of operation has been established at Aberdeen, S. D., where freight destined for points west of Mobridge (South Dakota) is being transferred under the guidance of experts. This is looked upon by shippers as an improvement in the service because, though it does not produce an earlier arrival of the shipments at their respective destinations, it results in the shipments being received in better condition, making for more satisfied customers for the shippers.

To further improve the service, including the safer handling of freight, 656 miles of road over the western mountains have been electrified. Recently the company purchased thirty modern fast freight steam locomotives at a cost of \$137,000 each. These engines, weighing close to 250 tons each, are capable of hauling heavily loaded freight trains at sustained high speed, and together with the scientific plan of movement, permit of rapid transit freight service to all points on the Milwaukee Railroad's interchange stations.

Electrification permits the handling of heavy trains over mountainous grades at even speeds avoiding the jerks, jars, and jolts that might cause damage to ship-



A string of new Milwaukee box cars in the yard at Milwaukee

ments and draft gear. Two types of locomotives are used over the electrified stretch — the Bi-Polar type and the Quill type. The Bi-Polar type is used in Washington over the Cascade Mountains, and the Quill type in Montana over the Rocky, Belt and Bitter Root Mountains. These locomotives are marvelous pieces of mechanism, capable of developing 3,200 hp. continuously or 3,500 hp. for 1-hr. periods.

The "Claim Prevention Bureau" is another service appreciated by those who patronize the road, as it aids in establishing better relations between shipper and customer. This bureau has been delegated to investigate and eliminate the various causes for loss and damage to freight. This bureau was established primarily to eliminate any possible dissatisfaction which might accompany any lost or damaged shipment. Incidentally, of course, it also reduced the cost of

payment for damage. In this manner damages have been reduced from 3.16 per cent to .513 per cent in the past 18 yrs. On perishable freight claims of all types were brought down to one-tenth of the amount paid in 1920.

A further service that is appreciated is that of the tug and barges of the Milwaukee Terminal Co. operating on Puget Sound between Milwaukee Road Terminals in Seattle, Tacoma, Port Townsend, Bellingham and other points. The capacity of these barges is from 12 to 21 cars each.

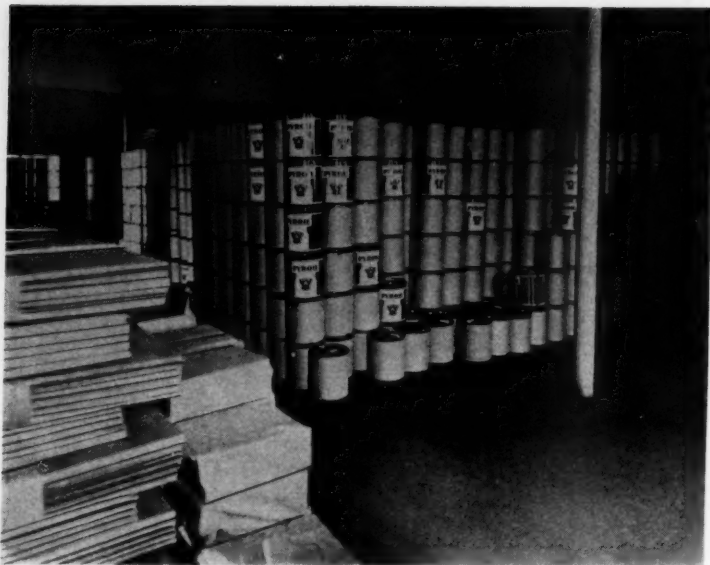
The territory which the Milwaukee Road serves—Wisconsin, Michigan Peninsula, Illinois, Indiana, Iowa, Missouri, Minnesota, South Dakota, North Dakota, Montana, Idaho, and Washington—are states of undoubted productivity, with soil and favorable crop producing climatic conditions in most sections that make it possible to raise many varieties and large quantities of agricultural products, and is unrivaled by any other section. With the rapid strides with which the chemical industry is advancing there is no telling what further surprises are in store from the products raised here.

In this section there are also deposits of bituminous coal, iron, copper, manganese, oil, building and monumental stone, lime stone, natural gas, gypsum, lead, zinc, brick and pottery clay, silicon, and yes, even gold and silver. Besides the products already named, there are fish in abundance. Among the established industries are flour mills; cereal mills; pulp and paper mills; silk processing plants; cheese factories; fruit, vegetable and fish canneries; saw mills; furniture factories; foundries; steel mills; farm machinery factories; chemical plants; live stock slaughtering houses and packing plants.



A Quill-type electric locomotive at Donald, summit of the Rocky Mountain Divide





Warehouse view, showing storage of 5-gal. containers of Pyroil. Pile of cartoned window displays in left foreground



T. B. Gantenbein,  
General Manager, Pyroil Co.

## HOW WAREHOUSES HELP TO SPEED DELIVERIES FOR PYROIL

Company's growth made necessary  
the most efficient form of distribution

By T. B. GANTENBEIN

**T**HE old adage, credited to some philosophical mind of the past, that if a man made a better mouse trap than anybody else, though he lived in the midst of the jungle, he soon would find a well-defined path leading to his door, is only another way of saying that a good product is always appreciated and will bring prosperity to its producer. Well, the originator of Pyroil did not live in the forest nor off the beaten track, but right in the depths of the blackest depression of all times, he brought out a new product, and found that almost overnight the new business became a success.

Pyroil, manufactured by the Pyroil Co., La Crosse, Wis., is a synthetic product—an oil additive that is not designed to replace regular lubrication oil nor oils used as fuel, but is used in connection with these in small quantities, and thus greatly increases the efficiency of the oil. It is described by chemists and engineers as "an oiliness product."

Due to the performance of Pyr-

oil, the company has made a truly marvelous growth during the 9 yrs. of its existence—from small beginnings to international distribution. The astounding part of this is that this growth has been made when so many manufacturers have had such difficulty in keeping afloat. Hardly had the company started in business when it became evident that better facilities would have to be provided for better and prompter distribution. Continuing to develop it was seen, 4 yrs. ago, that the use of public warehouses was advisable for prompt delivery at distant points. Spot stocks are now being carried in some warehouses located in the important cities of this country. These spot stocks have been of value to the company in building up customer good will, since delivery can now be made without any delay. It means that a great deal of time is saved in shipping and this results in greater satisfaction to the purchaser. Furthermore so far as we can estimate there is no added expense for

this better service because the reduction in shipping cost due to ability to ship in carload quantity practically offsets the handling, storage and insurance charges of the warehouse. Stocks at the warehouses are held as closely as possible to prescribed levels, ranging from \$500 to \$6,000 worth, depending upon the size of the city and its environs. Since the product requires no special handling, servicing, or unusual conditions as to heat, cold, moisture or dryness, the only warehouse services used are storage, delivery, and collection, and these, during the 4-yr. period have been found helpful and satisfactory. All that is asked by this company is, storage, quick delivery and prompt remittance.

Aggressive sales methods have never been used, since the product practically sells itself, proving its worth when tried wherever lubrication is a matter of importance. Magazines of national distribution are used for advertising. This prepares the way, and when salesmen go into a new territory an effort is made to determine how that territory can best be served.

Shipments to foreign countries are made through the ports of New York and New Orleans. New Orleans is used for South American and Mexican business, all



other export shipments go from New York. When shipping into foreign countries, no demand is made on warehouse stocks at embarkation point, all such shipments being made direct from the home plant in La Crosse.

Pyroil is packaged in variously sized tamperproof sealed metal containers—3 oz., 12 oz., pints, quarts, gallons, 50-gals., etc. For shipment these cans are packed in fiber board containers (several dozen of the smaller sizes, and less of the larger). The sizes of the containers vary to meet the requirements of the cans, shipping weight ranging from 9 lbs. to 60 lbs. each. In regard to foreign shipments, we exercise greater care in packing; that is, we are required to use much stronger cartons and cases on account of the exceedingly rough handling that ocean freight evidently receives. Usually the material is packed in heavy shipping cartons and then placed in wooden cases specially constructed, which are bound with metal straps. Much of our material is shipped to foreign countries in heavy steel shipping drums.

Pyroil was invented by W. V. Kidder, a man of unusual ability. He was at one time editor of the La Crosse Tribune, a daily newspaper now operated by a syndicate. He had unusual ability in writing and in advertising.

For many years he had been a motor boat enthusiast and was well known all along the Mississippi River in boating circles. After severing his connections as editor of his local paper, he began to publish a boating magazine known as the "Open Exhaust," and continued this work for some years. Later he invented an attachment for the Model T Ford car, which was known as a gas saver and was very popular for a number of years, resulting in a good business for Mr. Kidder. However, when the Ford model was changed, his gadget became obsolete, and shortly after that, due to his interest in motors, motor boating, etc., he experimented with motor oiling devices and oils. In this way he eventually created Pyroil.

Before putting it on the market he tried it out over a long period of time on his own cars and on those of his friends. Everybody became enthusiastic and almost overnight the Pyroil business established itself. The business first started out as a mail order proposition, but in less than no time Pyroil became so popular that the business was lifted out of the mail order class. The prime purpose of Pyroil is to lubricate, but it serves in many other capacities which cannot be enumerated here, serv-



Corner of the shipping department at the La Crosse plant

ing not only automotive vehicles but industrial machinery as well. Manufactured first in 1929, by now it has found its way around the world.

#### **\$235,375 Collected at Colo. Entry Points**

A total of \$235,375.14 was paid the state of Colorado by truck operators through tax collections at the state's nine ports of entry in the 31 months these stations have been in operation, according to a recent report.

The stations checked 536,648 trucks as to weight and safety. The taxes collected were in addi-

tion to amounts paid the states regularly by operators for their permits. Operation of the stations was estimated to have cost \$133,178.35.

#### **Los Angeles Truck Zone Petition**

The Los Angeles traffic manager conference and the local Chamber of Commerce have petitioned the I.C.C. for reopening its findings in establishing the Los Angeles commercial zone for motor truck operation. The decision of the I.C.C. divides the city into two zones, one being the harbor area and the other the city proper.

An aisle in the Pyroil storage space, showing drums and containers boxed and cartoned ready for shipment





Refrigerated trucks employed in transporting Z Pack ducks of the Long Island Duck Packing Corp. to New York for distribution or storage

# THE STORY OF QUICK-FREEZING

By

DR. JACQUES C. MAGUIRE

This fifth of a series of articles covers problems in the warehousing field. The next article will deal with marketing

**H**EAVILY insulated refrigerator cars have been built and are available for the transportation of quick-frozen food products. These cars have provided highly satisfactory service for the movement of these quick-frozen products on both short and long runs, and temperature readings as recorded by self-recording instruments have provided curves indicating satisfactory temperature

conditions even in the heat of summer and on transcontinental runs involving some 11 days in transit.

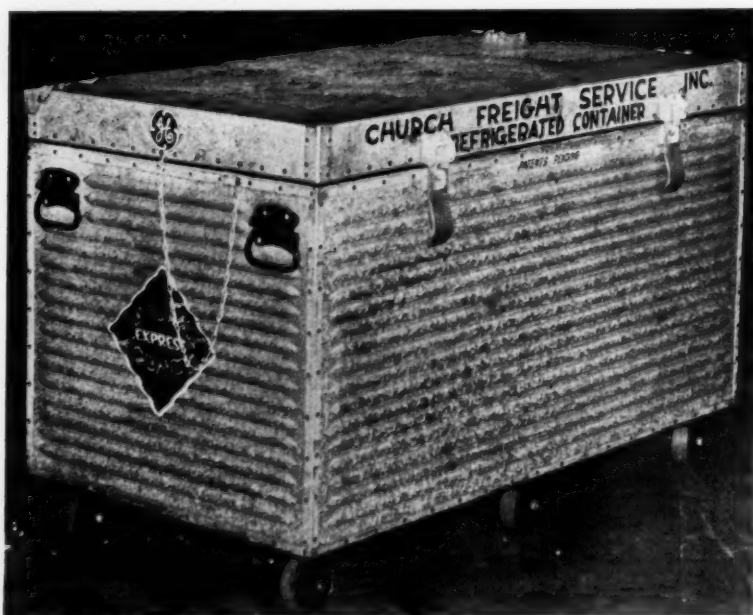
Even more satisfactory conditions might be provided through the use of sodium chloride eutectic

ice which gives a constant melting temperature of minus 21 deg. C. (minus 5.8 deg. F.), although at the present time this ice is not available at all re-icing points and, therefore, is not in use for this purpose.

Progress has been made in the development of mechanically refrigerated cars and largely for use in transporting perishable products under higher temperature ranges. These cars have been used to some extent in transporting quick-frozen fish under low temperatures but, due to their limitation as to capacity and service facilities, they have not been generally used in the movement of quick-frozen products on transcontinental runs.

The development of cars refrigerated with solid carbon dioxide has been limited to a few test shipments only, due largely to the high cost of this refrigerant and also to some difficulty in controlling temperatures on an effective and efficient basis. Some experiments have been made in the use of coils in the cargo space through which a secondary refrigerant has been circulated, after passing through dry ice, and thermostatically controlled by valve action. This is a very worth while field for study and test, and has some promise of success.

The last few years have seen an improvement in the design and availability of refrigeration equipment suitable for low-temperature frozen food trucks. It might be



The 10 cu.-ft. capacity container used in the new refrigerated service of the Railway Express Agency to provide low-temperature refrigeration in transit for l.c.l. shipments of quick-frozen foods and other perishables. The container uses 100 lbs. of dry ice or 90 lbs. of water ice. The minimum weight per trip is 350 lbs.

said that, whereas in 1932 the building of trucks for minus 17.8 deg. C. to minus 12.2 deg. C. (zero to 10 deg. F.) had a more or less experimental aspect, at the present time it would be considered an ordinary application of refrigeration based on proved figure.

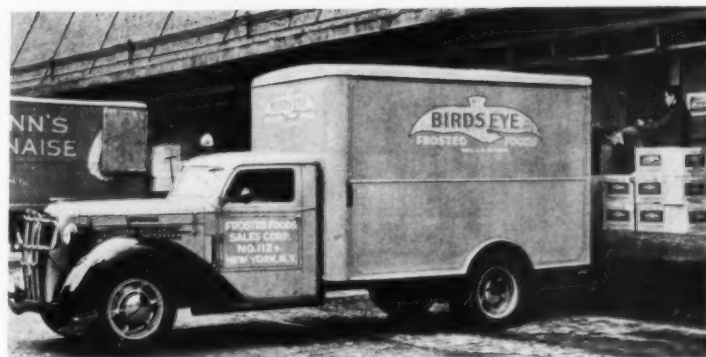
Trucks of 360 cu. ft. capacity have been operated at temperatures of minus 17.8 deg. C. to minus 6.7 deg. C. (zero to 20 deg. F.) by means of dry ice, and by means of mechanical systems using plates containing an eutectic brine. The brine is frozen by a condensing unit mounted on the truck frame but operated during idle periods from the garage electric power line.

Other systems are coming into common use for truck refrigeration at the low temperatures required for ice-cream and time will probably show their relative desirability in the refrigerated transport of frozen foods. These systems include brine ice (eutectic brine and salt), giving a uniform temperature of minus 21 deg. C. (minus 5.8 deg. F.) power take-off generators which supply a constant potential to a special compressor motor after a certain engine speed is reached, absorption systems charged at the plant, gas-engine operated compressors, and others.

The transport of frozen foods between the warehouse and retail store is being simplified by giving proper attention to: carton insulation, dry-ice refrigeration and mechanically cooled bodies.

#### Doyle Re-elected by Conn. Truck Assn.

The Motor Truck Association of Connecticut, Inc., held its 18th annual meeting recently at Hartford, Conn. More than 100 members



Type of body used in hauling Birds Eye products

were present at the Hotel Bond and vigorously went on record as opposed to the diversion of motor vehicle funds and to any further increase in taxes. Those present represented leaders in the industry from all parts of the state. James I. Doyle of Springfield, Mass., formerly of Waterbury, was given a vote of confidence and re-elected president.

Members elected other officers as follows: vice-president, Moses A. Savin, New London; treasurer, Edmund B. Doyle, Hartford; directors, William M. Dunbar, Hartford; Everett J. Arbour, Hartford; Joseph Kramer, Bridgeport; William A. Perrett, Manchester; Louis J. Gardella, Norwalk; Peter M. Laskas, Waterbury; R. E. Tomlinson, New Haven; J. P. Mooney, Shelton; Edward G. Mooney, Hartford; M. J. Bisnovitch, Waterbury; B. C. Edgerton, Bridgeport; M. L. Adley, New Haven; M. J. Darcey, Waterbury; Stephen Smith, Meriden; James Rickard, Bridgeport, and Thomas F. Kelley of Torrington.

#### New Truck Terminal at Camden, N. J.

A new terminal is being opened in Camden, N. J., by the New York and New Brunswick Express Co., Inc., one of the largest Middle Atlantic trucking companies. Headed by A. Harry Freedman, the company, with a fleet of 65 trailer trucks, also maintains terminals in New York City, Lancaster, Pa., Philadelphia, Elizabeth, N. J., and Highland Park, near New Brunswick, N. J.

Included among the major firms for which the New York and New Jersey Express Co. is a contract carrier are: Campbell Soup Co., Armstrong Cork Co., Sears-Roebuck Co., American Type Founders, Inc., Phelps Dodge Copper Products Corp., the Mac-Lac Co., Inc., of Rahway, and the Richardson Co. of New Brunswick.

Opening of the new terminal will not result in the closing of any of the firm's other terminals.



Method of loading Birds Eye quick-frozen packages



Rear view of Birds Eye truck and method of stacking



## IN THE *Cold Storage* FIELD

### Cold Storage Warehouse vs. Locker Plants

Quick freezing of foods and problems in the prevention of food spoilage and contamination was the subject of a paper on "Technological Progress in Frozen Foods," read at the recent annual meeting of the American Society of Refrigerating Engineers, by G. A. Fitzgerald, Frosted Food Sales Corp., Boston. He stated that locker plants are not likely to offer much competition to cold storage warehouses, nor to commercial frozen foods, in cities. The field of the locker plant will prove to be chiefly rural or semi-rural. One factor in this will be the difficulty of handling fruits and vegetables in the city locker plant, far from the point of harvest. Mr. Fitzgerald stressed the importance of quality control in the preparation of frozen foods of satisfactory quality. He said quality control of frozen foods is not yet on a basis of standardization, but that Vitamin C seems to be one of the best indexes of quality.

### Booth Adds Frozen Fruits, Vegetables and Poultry

Booth Fisheries Corp., for 90 yrs. engaged exclusively in the wholesale fish and seafoods business, has broken precedent by embarking on the distribution of frosted fruits, vegetables and poultry. A subsidiary, the Booth Corp., has been incorporated in Delaware and distribution is to be confined to the central and middle west until the end of 1939, when, with larger inventories to draw from, marketing will gradually be expanded nationally.

### Hygrade Will Buy Dold Plant

Directors of Jacob Dold Packing Co., Buffalo, N. Y., have agreed to sell the \$12,000,000 business to Hygrade Food Products Co., New York City. The Dold business totals from \$25,000,000 to \$50,000,000 annually.

Hygrade, with assets of \$8,000,000, was organized in 1927. It operates plants in Buffalo, New York, Philadelphia, Detroit and Wheeling.

### New Insulation

The Dry Zero Corp., Chicago, has placed on the market a new insulating material called Dry-Zero bound-batt. It differs from the older materials made by the same company in that it can be cut to any desired size right on the job.

While particularly suitable for truck body insulation it will also find wide application for commercial coolers and quick-frozen foods cabinets.

The product is being made in thickness from 1 to 4 in. and in widths up to 36 in. It is held together by a microscopically-fine binder.

### Ice Loss Cut in Half on Rail Shipments

The vast majority of winter and early spring fruits and vegetables are shipped long distances in refrigerator cars. This is an expensive procedure, and naturally the costs of keeping the cars refrigerated cuts growers' profits, and adds to consumer cost.

Refrigerator specialists of the U.S. Department of

Agriculture observed that cooling rates fall rapidly as the ice melted to lower levels in the bunkers at each end of the refrigerator car. Apparently, ice in the lower part of the bunkers was doing little more than supporting the ice at the top.

This gave rise to an idea; researchers raised the ice rack from the floor so that only the top half of the bunkers would be filled with ice. Pears and oranges shipped in such cars (precooled before shipment) arrived at destination in good shape.

By upper-half bunker icing all of the ice can be utilized, whereas with full bunker icing that in the lower half not only gives little or no cooling, but if left at the end of a trip has to be thrown out or wasted. Railroads either have to hire men to empty the bunkers or are forced to haul a considerable tonnage, while the ice is melting, from which no revenue is received. This saving amounts to 2½ tons per bunker, for it requires about 10,000 lbs. of ice for a full bunker. There is a saving of about 5,000 lbs. of ice by this method. Since the task is equally well accomplished by a half bunker, the savings are obvious and large.

### Must Move 25 Million Cases of Canned Peas

In a determined effort to move the record-breaking 1938 pack of peas, much of it in Western Washington, and to stabilize prices, the Canned Pea Marketing Cooperative has appealed to every national food advertiser in the United States to support a special merchandising campaign.

Seattle canners, wholesalers and retailers were so informed by Dan Gerber, chairman of the cooperative's merchandising department, who advised that responses pledging cooperation were already being received in gratifying numbers.

At the same time Hiram Woodward of the merchandising committee revealed that farmers cultivating between 300,000 and 500,000 acres of commercial peas in twenty-seven states from Washington and Oregon to New York and the Atlantic states are vitally concerned with the unusual condition of the canned pea market.

The job now being tackled is to move an unprecedented crop of 25,000,000 cases. On the success of this tremendous sales effort depends 1939's planting commitments.

The 1938 crop exceeded the 1937 crop by 2,000,000 cases, although the acreage was reduced 11 per cent from last year. Also, the 1938 crops are the finest in a generation, therefore the finest kind of appeal to the consumer.—(Just one little flaw in the whole campaign, consumer has fewer dollars, and the purchasing power of each is about 43 cents plus).

### Quick-Freezing At Heinz Plant of Soup Ingredients

All of the vegetables that for a long time were first canned prior to the making of the H. J. Heinz soups at the plant in Pittsburgh, are now quick-frozen for preservation until soup production starts. It is stated that there is sufficient saving from quick-freezing to offset the time involved and the cost under the canning method.



# SOUTH CAROLINA LEADS THE WAY

## Mozingo Resolution in Behalf of Traffic Managers Wants Research Committee Appointed to Establish Standards

F. A. KEELING

*Traffic Manager  
The National Colortype Co.,  
Bellevue, Ky.*

THESE words were heard 79 yrs. ago by those who loved their native southland. The firing of the first shell by the boys in gray and the capture of Ft. Sumter was the beginning of a great Civil War. But years have erased the scars of that great national struggle and marvelous was the sight when at Gettysburg, the boys in blue and gray camped together and saluted the emblem of national unity, the Stars and Stripes.

As South Carolina was one of the original thirteen states, interesting indeed is the history of this Commonwealth. In her legislative halls the voices of famed orators and statesmen have pleaded for the legislative enactment of laws that were deemed necessary in order that this state should not be found wanting in the arts and sciences, agriculture and industry.

Therefore, it would seem only reasonable that in the present session of the Legislature, Senator Mozingo III, should present the following resolution in behalf of the traffic managers of South Carolina, and may it be recorded in the annals of history that in the year 1939, the profession of traffic management was placed in its rightful place beside the learned professions and that this State of noble history led the way. The resolution reads as follows:

House—Mr. Mozingo No. 6—  
April 12, 1938.

"To establish a research commission to hold hearings and obtain data for the establishment of educational standards and other necessary recommendations for the Profession of Traffic Managers and Freight Rate Men and submit their findings to the General Assembly.

"WHEREAS, It has long been known that the rates, rules and regulations applicable to rail and truck transportation are complicated and require many years of study and experience to properly manipulate and administer; and

"WHEREAS, Since years of study and experience are required to become a proficient traffic manager in industrial work for commercial concerns, or an expert freight rate man for rail or truck carriers, the sentiment prevails that the people engaged in this line of work are fully justified and amply warranted in desiring a professional status with legal recognition; and

"WHEREAS, It is a familiar fact that the law-making bodies of this State have granted aid in similar professions in their commendable efforts to establish educational standards and professional safeguards, it would be only equitable for this Legislature to at least put its stamp of approval on an investigation of this calling in order that members of the profession of traffic managers and freight rate men may present to a forthcoming session of the Legislature, data on their profession and recommendations as to laws;

"THEREFORE

"BE IT RESOLVED by the House of Representatives, the Senate concurring: That the Governor shall within 60 days after the passing of the resolution appoint a Research Committee to be composed of six men, as follows: Two from either the local division or general offices of the rail carriers, who have had at least 15 years of practical work and experience in freight rates; two commercial traffic managers who have distinguished themselves in their field of endeavor, and two from the motor truck industry whose experience and accomplishments enabled them to render valuable service to the research commission; and

"BE IT FURTHER RESOLVED, That this board of inquiry is to be known as the Research Commission, Profession of Traffic Managers and Freight Rate Men, and that members of the commission are to serve without compensation from the State; that the Commission will hold hearings and proceed in a manner that in its judgment appears best to obtain data for the establishment of educational standards and other developments thought necessary to improve the people engaged in this line of work, and said Research Commission to report its findings and recommendations to the Governor within 1 yr. after its appointment, and the Governor in turn to submit the report to the first meeting of the legislature after he has received the report."

In a series of monthly articles beginning with the September issue of the *DandW*, the writer has humbly endeavored to prove

1. An Institute of Traffic Management is needed and wanted.

2. That the shipping and traffic departments are in all too many industries forgotten departments, and that the loser is the business executive whose knowledge of traffic management is limited and, therefore, has not an appreciation for the great benefits offered by the services of a capable traffic manager.

3. That in thousands of boxes and cartons containing old freight bills are hidden dollars that expert traffic supervision can reclaim for the shipper. Actual cases were cited, and the statements of appreciation voiced by those who found a capable traffic manager a necessity were presented.

4. The Institute program or so-called "baby" was presented as in

need of loyal protectors who would immediately organize state groups and prepare legislative action that would assure that the immature baby would receive proper care so that it would not die again but grow to maturity.

5. The New Year plea for immediate action, the history of traffic management in the past was presented in outline and in like manner, the objectives for the future were set forth. 1928 to 1938 found the profession of traffic management a profession in name only, for without an educational, ethical and practical experience standard, the designation T.M. is meaningless, as any one desiring to add these two letters after his name could do so, though he is not acquainted with tariffs, classifications and the principles of traffic management.

Readers of the previous articles have by ballots returned to the publishers of *DandW* as well as in letters to the writer expressed in no uncertain phraseology the belief that the time has now arrived to stop talking about the need of an Institute, for that is now admitted, and it is now time to get busy and organize state groups and put the program over.

Therefore, I repeat, South Carolina leads the way, but reports prove that in other states, interested traffic managers are proving that they mean business, and as actions speak louder than words, spoken or written, after 10 yrs. of words and writing, now is the time for action.

Having received hundreds of letters and ballots from traffic managers definitely declaring their willingness to help in this worthy cause, surely there is no need for waiting. If a few traffic managers in South Carolina can start the good work in their state, others can do likewise. From this large correspondence, the writer has had the benefit of obtaining the views of widely known traffic managers and instructors and professors of transportation and traffic management. It was expected that different views and plans for organizing and operating an educational program would be received.

As some professional institutes and societies have been organized by national organizations, it was reasonable that some traffic managers should believe that a profession represented by three large national organizations would, in 10 yrs., devise ways and means to place their profession among the

other learned professions. Many who have read the following description of the annual conventions of the national transportation associations declare it to be true and nothing but the truth:

A traffic manager, speaking before a study group, stated that for a number of years he attended the national conventions of the national organizations, but this year decided that he would save his money. He described the convention of one organization as a place where a few speeches are made by representatives of the carriers, who usually tell the same old story; then a humorist is added to the program, who tries to make everyone believe that the trees are full of dollar bills, "Business is good if you only believe it, sing, shout and be merry, and a Rolls Royce is yours some day." Then, everybody feels like celebrating and, like the prodigal son, spend all they have in a far country, then home they go, humorist included, broke financially and often suffering from over-indulgence and wondering how they will meet the next installment on the Ford or Chevrolet.

The next organization, this traffic manager described as "high brows." Their conventions are noted for oratorical display; arguments are presented with such fervor that tears come to the eyes of the speakers. Some are even ready to fight for their views, but lo! When the time comes to vote, a peacemaker arises and advises that since the question is of a controversial nature, it is well for the sake of unity that no definite action be taken. This is the time for the heated orators to shake hands, start for home and say, "Nothing accomplished, nothing done; home from the convention, here we come."

The third organization claims a membership of nearly 9,000 members, but at the annual conventions, less than 200 attend. Although almost 10 yrs. have passed since the amended Rules of Practice before the I.C.C. were published, still this organization did not present a definite program of study for the benefit of those who sought admission to practice before the I.C.C. until the year 1938, and this action was caused because the Class A, or attorneys-at-law, threatened to kick out the non-lawyers. State groups are now being organized by members of this association, in that laws have been passed in two states barring non-attorneys from practice before state commissions.

Therefore, in view of the above, this traffic manager considers the organizing of state councils or associations the logical plan for the Institute of Traffic Management. The writer, having attended only

two of these national conventions, does not consider himself qualified to comment upon the above description of annual conventions of national transportation associations, but was surprised to read in a number of letters, the words, "Let's hope this will not be another social organization."

From published letters as well as those received by the writer, the arguments of a Wisconsin traffic manager seem to represent the views of many traffic managers. His views appear on page 17, this issue.

That the faculty of a large school teaching traffic management considers the state plan the procedure for traffic management is evidenced by the following report, from which I quote a portion:

"The opinion seems to be unanimous that greater interest would be stimulated if state laws were passed, recognizing the professional standing of traffic men, as this would, we think, unquestionably create the demand for traffic education which would enable the applicants to successfully pass state examinations. This would be a real stimulus to the formation of the Institute as a national proposition. Naturally, existing schools would fall into line on the educational set-up to train prospective applicants to pass successfully the state examinations."

In the article, "Wanted—An American Institute of Traffic Management," published in the September issue of *DandW*, the writer stated that after a study of the programs, aims and reasons for organizing professional societies, institutes and associations representing the learned professions, he found that the following three basic reasons were given for organizing professional societies or seeking legal recognition for their professions:

1. To protect the public.
2. To raise the standard of the profession.
3. To make it possible for those who would enter the profession to know what preparation is needed to receive recognition.

That the same three basic reasons demand a professional institute or educational program for traffic management if it seeks a place beside the learned professions, is admitted by hundreds of ballots and letters. Therefore, if those engaged in the professions of accountancy, medicine and law were able to find a program that was satisfactory to the older members of the profession, as well as to set the standards high for those seeking to enter the profession, it seems reasonable to conclude that the profession of traffic management is composed of members who have the interest of the profession at heart and have the intellectual ability to prepare a standard that will be found satisfactory to members of the profession.

The writer sincerely hopes that from month to month, there will

be reports of state organizations formed. As stated by the Wisconsin correspondent, the groups need not be large.

The writer has prepared a list of key men of various states and will send these to correspondents who request such information.

South Carolina has led the way. No doubt, Texas will follow. Surely, it will be most interesting reading if in the next issue of *DandW*, reports from various states announce that state organizations have been formed to make the profession of traffic management a profession indeed, and the title "Traffic Manager" more than an empty title which can be adopted by anyone who pleases to do so.

### Pittsburgh Traffic Group to Hear Kennedy

The 25th annual dinner of the Traffic and Transportation Association of Pittsburgh will be held at the William Penn Hotel, February 16. John B. Kennedy, radio commentator and associate editor of *Colliers Weekly*, will be the principal speaker. Charles Donley, traffic counselor, will be the toastmaster.

Roy H. Schultz is general chairman of the dinner, being assisted by Ray W. Reckard, chairman of the speakers committee, J. C. Kelly, chairman of the reception committee and Emile Theodore in charge of reservations.

### Stanton Heads Jersey City Group

S. W. Stanton was installed as president of the Jersey City (N. J.) Traffic Club at a recent meeting. Other officers are: vice-president, D. L. Lamond; second vice-president, T. Loftus; treasurer, E. T. Nevins, and secretary, J. J. Cullington.

### Distillers' Traffic League to Dissolve

It is stated that when the Distillers' Traffic League holds its annual convention at Chicago, a motion will be presented calling for dissolution of the league and it is intimated that enough pledges have been secured to assure adoption of the motion.

This group recently has had what is termed a serious breach on the important question of freight rate policy. According to information, the Distilled Spirits Institute through its executive committee may take over the management of transportation policies of the industry. These reports indicate that leading members of the Distilled Spirits Institute have viewed a number of recent freight rate proposals affecting alcoholic liquors as tending to contribute to wide unsettlement of prices.



## LETTERS TO THE EDITOR

### Has Plan for Organizing State Institute Exams

AFTER reading over all the articles on the subject of the Institute and reconsidering the matter, I have drawn up a few conclusions of my own which I am going to pass on to you. In the first place, I think the cart is before the horse. We should forget the educational standpoint because in my opinion this phase is being capably handled by other groups which are quite active in this line. There are plenty of places for a person to get an education in traffic management, especially so if the man has the courage to take the time or get the money to find them. We don't need an Institute if it is to be another organization to promote traffic management, at least not at the present time or until a program similar to the one to be given later in this letter has been developed. If another organization is created, it only opens the door for more petty politics and more big shots—"Those who, if they can't be the whole cheese, take their dolls and go home."

The plan I propose is this. In the State of Wisconsin I would select one leading traffic manager from each of the larger cities around the state, namely, La Crosse, Eau Claire, Superior, Green Bay, Manasha, Oshkosh, Wisconsin Rapids, Appleton, Manitowoc, Racine, Sheboygan, Milwaukee, Kenosha, Madison, etc. After these men have been contacted, I would call an informal meeting at some central place to adopt a program of legislation to be enacted by the State Legislature, which would create a Board of Certified Traffic Managers. I am working out the details of this. After the State Board is set up and in operation, certificates could be issued to the older experienced and qualified men now engaged in traffic work in this state. After the original group has been issued their certificates it would be necessary for all future applicants to pass an examination similar to that offered by the State Bar for lawyers and the State Board of Accountancy for C.P.A.'s. This would actually give the future traffic managers a goal to work toward. This is the same thing that applied in the case of both the lawyers and accountants. In either of these professions there are plenty of places to secure the proper education and the State Board does not definitely state where this education must be secured. It does, however, specify the education which the applicant must have. After this is in operation, and some of the men feel that an organization is in order, they could then organize the Wisconsin Association of Certified Traffic Managers and/or a National or U.S. Association of Certified Traffic Managers, the same as the State Bar and the National Association of Public Accountants. By using this procedure you can see that we will not draw the line as to what branch of traffic work will be qualified as certified practitioners. That is, it will make no difference if the man is employed in industry, railroads, Chambers of Commerce, or is a practitioner or lawyer. This is the same as for law or accountancy. The State Bar Association does not interest itself in what type of legal work the applicant has specialized. That is, in a group taking the state examination, one may find a corporate lawyer, a criminal lawyer, or a civil lawyer, but all must have passed the same state examination in order to be permitted to practice. The same holds true in accounting. The State Board does not care whether one is employed by a corporation, a municipality, or has his own practice. In each field one

has his own type of work. That is the same in traffic work. However, applicants who qualify as certified traffic managers should all pass the same examination and have the same basic knowledge in traffic matters.

This particular program would not have to be adopted on a national basis to start with. Ten states could be selected for the proper start to be given a program of this kind and the legislation easily enacted. These ten states could act as a so-called laboratory for the program. If any difficulties are found, you will agree with me that it would be easier to change them in a smaller group than it would be to change them if the program was adopted on a national basis to start with. However, we should have a definite complete program agreed upon and adopted by representatives in each state before proceeding with any legislation.

I think it would be best to have the same program adopted in all the states so that if a person should qualify as a certified traffic manager in one state and later be transferred to another state, the new State Board under which the man would work would know definitely that he is properly qualified as a certified traffic manager and could issue a new certificate to practice in that state.

I am merely offering this program to you as a suggestion. I have given my personal ideas and viewpoints on the matter and to make it more easily understood I have used the State of Wisconsin for illustrating purposes only.—G. W. Hoel, T.M., Trane Co., La Crosse, Wis.

### Real Reason for Dropping of Milwaukee Terminal Project

IN the December, 1938, issue of DandW, on page 93, there appeared under the heading "Drop Milwaukee Terminal Project" a statement to the effect that economy demands by Milwaukee taxpayers resulted in the abandonment temporarily of construction of the proposed terminal.

This being an inaccurate statement, I have presumed that you would like to know the facts. Accordingly, the following short resume is submitted.

The Board of Harbor Commissioners of the City of Milwaukee has been negotiating with two railroads and three steamship lines for the development of a package freight terminal on the South Harbor Tract, an area devoted to Municipal harbor development under the control of the Board of Harbor Commissioners. It was proposed that this package freight terminal development would be financed 45 per cent by public grant, which was at the moment available, and 55 per cent by money raised from bond issue.

Due to the difficulties involved in arranging for the necessary user contracts, by reason of the fact that both railroads involved are under trusteeship, it was not possible to perfect the details in sufficient time to avail ourselves of the grant funds from P.W.A. That is the reason the project has been temporarily dropped and not by reason of any demands from Milwaukee taxpayers.—C. U. Smith, General Manager and Chief Engineer, Board of Harbor Commissioners, Milwaukee, Wis.



# MATERIALS HANDLING FORUM

Conducted by

MATTHEW W. POTTS

THE FORUM will provide a place where the manufacturer or the user may set forth opinions regarding materials handling equipment and methods now in use or contemplated. If you have a problem on which you desire assistance—write the Forum. If you have ideas as to how to improve handling methods—write the Forum. Questions regarding the best type of equipment for handling specific commodities are pertinent; as are questions regarding the adaptability of various types of equipment for a specific problem or installation.

THE following is typical of how our readers' inquiries are handled, and covers the correspondence on an inquiry which was received from Jacob Lehrman, Harrisburg Grocery Co., Wholesale Grocers, 7th & Kelker Sts., Harrisburg, Pa.

## Inquiry

"We understand that your magazine is devoted to the warehousing field, and therefore I am sure that we can get many worthwhile suggestions out of it.

"We plan to construct a new 50,000 square foot one-floor building, but at the present time we are using a four-story building, and we are wondering if you could give us the information that we would need in our present plans on building. We of course will have an architect draw these plans, but there are many items in new warehouses today that we would like to have information on, if you could give it to us.

"I would appreciate your sending us a copy of several of your back issues, and advising if you have any service that you can be of use in helping us along these plans."

## Reply

The proper method to install depends entirely upon physical layout of the building, the location of loading and unloading docks, type of merchandise to be handled, and the inventory turnover. In some cases, installations can be made of conveyors. In others, the electric fork

truck and pallet system has been found most economical.

We know of one large grocery warehouse where the use of lift trucks and pallets, for handling incoming merchandise, and the use of trailers and an overhead trolley system for propelling these trailers on the order pick-up, have been found most advantageous.

We would like to know how far you have progressed with the present plans of your building, and whether you employ a local architect or some large contracting builder who will supply the architectural services.

The reason we raise this question is that we feel it is just as important to properly locate the building, its exits, and loading docks, for proper materials handling, as it is to construct a new building.

If you could send us a plot plan of your proposed location, its relation to railroads, main roads, and access drives, we might be able to give you helpful suggestions, as to building layout, as well as the proper types of materials handling equipment to use within the building.

In order to assist in making recommendations for proper handling in the warehouse, it will be necessary for us to know what percentage of your merchandise will be received by trucks, by cars, whether it will come in solid loads or split loads; also approximate amount of each commodity to be stored, whether you have your own trucks for delivery to your customers, or whether they call at your warehouse for pick-up—if so, the approximate time of pick-up; whether orders can be consolidated quickly; the approximate number of loads which have to be taken out of the warehouse per day, etc. All of this information you can no doubt collect from your present records.

We feel safe in saying that your plan to construct a new one-floor building will have many advantages over your four-story building, and should materially reduce your handling cost, unless your present warehouse is equipped with automatic elevators and conveyors.

## Additional Information Obtained

"I will try to be as specific as I can possibly be, in giving you the information that you requested. In regards to Paragraph 2 of your letter, I feel that the blueprint enclosed will give you a typical layout of the building, and the location of the loading and unloading dock. Of course, the merchandise that we handle in the wholesale grocery business is common, and our inventory is around fifteen turnovers a year.

"I doubt if the conveyor installation will be practical. I feel that either the electric pallet system will be better, or just plain platforms. The cost of an electric pallet system, in comparison with a fifteen-turnover picture, against a \$2,000,000 volume, is something that must be considered. We expect to use the services of the Ballinger Co., an organization that built the Greenspan Bros. building, which you are no doubt familiar with, in Perth Amboy, N. J. We also enclose a plat-plan for your information.

"We receive fifty per cent of our merchandise by truck and fifty per cent by railroad cars. Most of our railroad cars are straight cars, and most of our trucks are straight truckloads. Eighty-five per cent of our merchandise is delivered by our own trucks, and fifteen per cent of our merchandise is called for by our customers.

"Orders that we get can be consolidated the night before, but we would prefer to have them consolidated quickly, as we do not care to have any night-time operation if we can get away from it.

"We expect to have ten to twelve loads taken out of the warehouse during the day. Our permanent warehouse, we regret to say, does not have very many automatic facilities, and we are not in position to install them, inasmuch as our building does not enable us to do very much with it."

## The Forum's Recommendations

The location of the new warehouse seems to be ideal, from a transportation angle, and by having the railroad tracks located at one side, and your truck loading platform on the other side of the building, you have an advantageous warehouse arrangement from a material handling standpoint.

In the handling of materials, it is never possible to say there is only one "best way" to do a thing; and this is because different factors enter into the matter. In the final analysis, it frequently comes down to a matter of opinion or personal engineering preference.

However, looking at your layout, from an impartial point of view, and purely from an engineering standpoint, without considering all of the minor objections which might be imposed, I would say that your new warehouse lends itself to a combination system of handling.

First, would be the use of a pallet and fork truck system, for the unloading of cars, the unloading of trucks, and the putting into storage in solid lots, the merchandise which would be known as bulk storage.

I recommend the pallet and fork truck system because I think you



pallets would be cheaper than platforms, and this is a more modern method of handling.

For this type of equipment, there are several manufacturers, namely:

Automatic Transportation Co., Chicago, Ill.  
Elwell-Parker Co., Cleveland, Ohio.  
Mercury Mfg. Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio.  
Wright-Hibbard, Phelps, N. Y.  
Yale & Towne, Philadelphia, Pa.  
Easton Car & Construction Co., Easton, Pa.

These are all electrically operated vehicles.

We have seen two or three warehouses that also have used an additional system for their Order Picking Floor. One of these is the Economy Stores, Boston, Mass. Another company is the First National Stores, in Hartford, Conn., Boston, Mass., and Norfolk, Va.

This system consists of an overhead trolley, running above the

aisles in the order picking area. Caster-type trailer trucks are used by the order pickers, and these are propelled through the area by attaching them with a chain to the overhead trolley system.

This trolley system can be made to run in practically any direction, and consists of a continuous chain conveyor running on an I-Beam track. It is easy to disengage the caster trailer trucks, if you want them taken off the conveyor, and at the same time, it provides a quick means of transportation over a definite route or line of travel.

Such equipment is manufactured by:

Jervis B. Webb Co., Detroit, Mich.  
Mechanical Handling Systems, Detroit, Mich.  
Link-Belt Co., Cleveland, Ohio.  
Jeffrey Mfg. Co., Columbus, Ohio.

In connection with the conveyors,

the caster-type trailer trucks can be obtained from such manufacturers as:

Mercury Mfg. Co., Chicago, Ill.  
Electric Wheel Co., Quincy, Ill.  
Service Caster & Truck Co., Albion, Mich.  
Lansing Company, Lansing, Mich.  
Standard Pressed Steel Co., Jenkintown, Pa.  
Hamilton Caster & Mfg. Co., Hamilton, Ohio.  
The Fairbanks Co., New York City.

If you use this type of equipment, be sure to specify molded-on rubber-tired wheels.

No doubt, if you use the services of the Ballinger Company, they will work out a definite floor plan for storage, and a definite layout for order picking.

We have not attempted to do this, but have only pointed out the equipment which is available to assist in handling materials in a warehouse of your size.

### Oklahoma Insurance Increase Denied

The Oklahoma State Insurance Board has denied the application of insurance companies for a 6 per cent increase in public liability and property damage insurance on long-haul trucks.

The Associated Motor Carriers of Oklahoma had protested the proposed increase. The rate will remain at the figures set May 15 by the board. Companies will be asked to make a new filing of experience in March, Jess G. Read, state insurance commissioner, said.

### Phila. Truckers Have Reciprocal Agreements in Mich., Ind. & Ill.

Heavy taxes and fees which have been keeping Philadelphia truckers from transacting business in Michigan, Indiana and Illinois not only will be lopped off, but new fields are to be opened for Keystone State truckers through reciprocal agreements with these states. This was announced by Richard J. Beamish, Public Utility Commissioner, reporting in Harrisburg the results of his recent conferences with utility regulating bodies in the three states mentioned.

Commissioner Beamish explained that Michigan, although prevented by law from exempting a \$10 fee for a permit and a fee of \$5 for renewal, will remove its mileage and weight fees under the reciprocal arrangement. In return, truck operators in Michigan will be freed from the Pennsylvania gross receipts tax, which last year brought in as revenue from Michigan truckers operating in the Keystone

State, \$2,764.24. Illinois operators, Commissioner Beamish said, paid the Department of Revenue \$509.03 in 1937. Pennsylvania truckers were subject to either of two taxes in that state, one being a flat tax ranging from \$10 to \$250, depending on the weight of the truck; and the other being a mileage fee which carried a \$5 license plate requirement and \$200 surety bonds. Under the agreement, however, Pennsylvania may go into Illinois without paying any fee.

Vehicles "for hire" registered in Indiana, according to Commissioner Beamish, paid to this state \$69.34 in gross receipts taxes last year. Indiana levied a weight tax which was as high as \$150 on some vehicles and required a filing fee of \$25 and a \$12 renewal fee. Under the agreement with the "Hoosier" State, there will be no such fees imposed by either state on trucks. Such pacts will, of course, facilitate movements of products by shippers in the states affected.

Hold still O'Reilly.  
if the effect is any  
good, I'll buy one  
for the wife.



## SOLVING A DIFFICULT PROBLEM IN PAPER STORAGE

By D. R. LEPPER

General Manager, Manufacturers Box Co.



D. R. LEPPER

**T**HERE is perhaps no greater satisfaction to a business executive than the knowledge that he has solved a difficult production problem at a distinct savings in cash investment and achieved a maximum of advantage in the process. But before getting

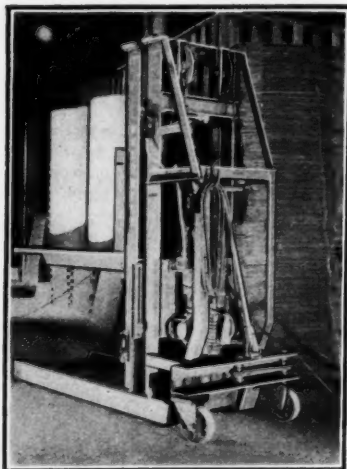
limit. Unloading this paper from the box cars, stocking it, handling it again when it is put into production, was quite an item in our labor and overhead expense, for paper is heavy and bulky, hard to handle and difficult to store economically with ordinary hand methods.

Our problem, after much study and thought narrowed itself down to either more warehouse space or making the available warehouse facilities more efficient. This was combined with the very apparent

truck. The large and heavy rolls of paper heretofore requiring crow-bars, levers, runways, plus plenty of manpower and muscle to load on to an ordinary factory truck for transportation to the point of use or storage. The platform of this truck fits close to the floor, so that a heavy roll of paper can be quickly rolled onto the steel platform. A special lifting mechanism operating from the handle of the truck raises the complete platform and load so that it can be easily wheeled to location, or the paper rolled onto an elevator platform for storage and stacking. Incidentally, the new "pick-up" truck proved especially useful in box car unloading where it has already saved its cost in faster paper handling and moving.

With this new truck, one man is able to load one of the heavy rolls of paper formerly requiring two or three men.

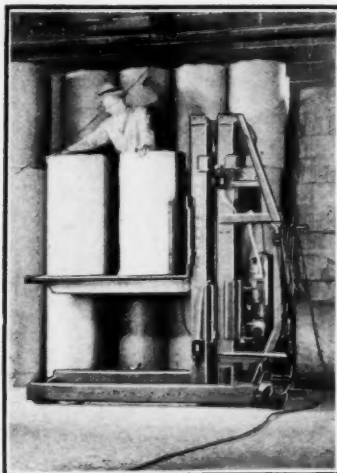
But to get into the warehousing problem. We have several differ-



Stacking paper with this elevator is a one-man job

into the story, perhaps an outline of the particular problem solved had best be given.

As a manufacturer of set-up shoe cartons we have always had the problem of keeping on hand a sufficient stock of paper to take care of all requirements in the many different kinds and sizes of boxes which our customers demand on short notice. This necessitates stocking tons of paper and paper-board in rolls and sheets of every description. In addition we are required to carry large inventory of printed labels and corrugated shipping cases. All of which, during our busy season, taxed our storage space for raw materials to the

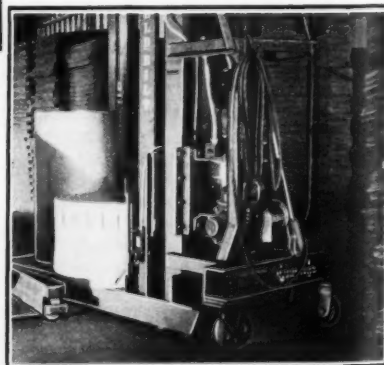


A 500-lb. roll of paper with this equipment can easily be changed from "one-up" storage to "three-up", tripling storage space

need for more efficient handling of the paper from car to warehouse and from warehouse to production.

We finally decided to call in a material handling engineer to analyze the situation, and the results certainly justified this decision.

One of the first results of this study and analysis was the design of a special "pick-up" conveyor



Elevating and stacking 355 lbs. of paper, formerly two-high to six-high

ent types of packages for storage. There is a heavy 355-lb. roll of white enamel paper, a 500-lb. roll, and large bundles of cardboard cartons. With ordinary hand methods, we had to be satisfied with stacking no more than three of the 355-lb. rolls, only one of the 500-lb. rolls, and the cardboard carton bundles had to be stacked one by one and double-handled up a step ladder.

All this required a great deal of time, labor, and back-breaking effort. For this and ordinary jobs a telescoping elevator was designed. With its use, labor was more than cut in half. One man was able to do the job in less time than was required for two men previously. On the large 500-lb. paper roll "one up" storage was changed to "three up," tripling storage space. On the smaller 355-lb. roll we were able to stack as many as six and seven instead of two or three, and achieve this with a great deal less effort than previous operation required. On the cardboard package we were able to stack a complete skid load as heavy as 2100 lb., carry it to storage position and deposit it anywhere between floor and ceiling.

The telescoping elevator used is operated by motor and can be controlled either from the floor or from the elevator platform which makes it especially convenient.

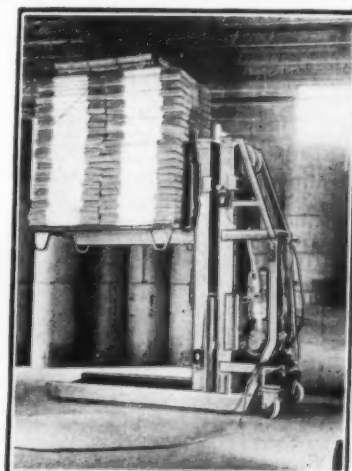
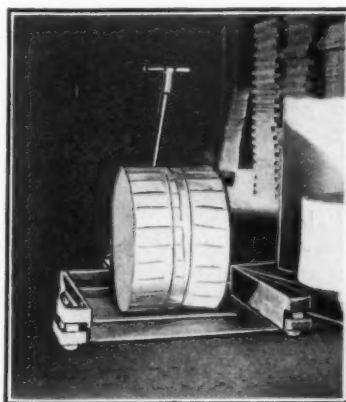
Our maintenance men were especially glad to have the new elevator available, for one of the first uses they found for it was in servicing the electric lights and ceiling wiring.

Through the cooperation of material handling engineers and the new equipment resulting from the study, we have been able to make every square foot of floor space pay its own way. We are storing the same amount of paper in one-third the space previously used, and the extra floorspace saved can be used for more productive opera-



How the Manufacturers Box Co. added to its storage space is illustrated above

tions. In addition to this, we have evolved a very much more efficient manner of handling of stock, saving a great deal in labor and time, to say nothing of making comparatively easy what previously was a tiring and back-breaking task.



Racking a 2077-lb. skid load. Bundle-by-bundle stacking was eliminated for near-ceiling placement

Side—This special roll-on truck eliminated the laborious method of picking up a heavy roll of paper with levers, crowbars, and runways

**T**HE National Bureau of Standards, the recognized agency for standardization in the United States, has begun the installation of a new 60,000-lb. master scale for weighing motor trucks and other heavy loads. The scale will be so installed as to serve as a model for motor truck scale installations, and when completed the Bureau will be in a position to make accurate determinations of weight up to 30 tons.

The weighing machine which will have a platform of 40 ft. by 10 ft. will be placed in a position accessible to motor truck loads of all kinds. Because of the large dimen-

### Bureau of Standards' 30-Ton Master Scale

sions of the platform it will be possible to accommodate practically any automotive unit which will be permitted to travel on the highways. Its installation has progressed to the point of the construction of the scale pit and the foundations for the scale levers. Within a short time the actual mounting of the scale levers will begin, and it is anticipated the scale installation will be completed early in December.

The machine will serve as a model installation of motor truck scale and will be used by the Bureau not only for ordinary motor truck weighing incidental to the activities of the Bureau, but also for the purpose of carrying on certain studies as to the effects on weighing results of various conditions encountered in commercial installations of vehicle scales and of various methods of weighing used in commercial practice. It is anticipated that after the scale is completed the Bureau will be called upon to make referee weighings in cases of disputes as to the weights of large loads.



# FROM The Capital

## Warehouses Upheld in Rail Case by Supreme Court

THE Supreme Court of the United States has upheld warehousemen operating in the Port of New York in their contention that "less than cost" storage furnished by railroads to shippers using their lines constitute an unlawful rebate.

The court upheld dismissal of the railroads' plea for an injunction restraining the Interstate Commerce Commission from enforcing its order against uncomensatory rates in railroad-controlled space.

The illegality of practices pursued by the carriers was outlined in a section of the opinion, written by Justice Stanley Reed, which states:

"Since the tariffs for rail haul are fixed for the various points and freight classifications, every shipper must pay that tariff for his transportation. As the shippers of the Port of New York district can utilize, in many instances, commercial storage and other warehousing services in addition to rail transportation, a saving on the non-transportation services obviously figures out the same as a rebate on the transportation service. It is immaterial that the shipper pays fair value or the market price for the extra privilege he enjoys. Section 6 (7) of the Act forbids the carrier to receive less than the published rates for transportation or to remit by any device any portion of the rates. When services, not necessary for transportation, are furnished below cost in an effort to acquire rail transportation, as was done here, this provision is violated. Since the carrier warehouse rates, as found by the Court and the (Interstate Commerce) Commission, are not open to all shippers alike there is a violation of sections 2 and 3 (1) prohibiting discrimination and unreasonable prejudice. The rail transportation rates have charged against them the loss occasioned by warehousing practices to attract a volume of rail business."

Although the decision went in favor of the complaining private operators in the Port of New York, one of their chief grounds of protest was declared to be not invariably valid, namely, that it is necessary that accessorial services of railroads be rendered at not less than cost. The court reminded that I.C.C. had not condemned bona fide storage-in-transit for milling, manufacturing or processing, but only storage practices indulged in to get rail transportation.

"In other circumstances," said the court, "fair value and market have been recognized as legitimate bases. Where competitive practices such as existed here are absent, reasonable or market value charges may well be the test. The power, however, is in the Commission, whenever it is of the opinion that any practice is unjust, unreasonable, preferential or otherwise violative of the Act, to prescribe what practice will be just, fair and unreasonable."

The original order was issued

Feb. 2, 1937. It directed carriers to cease, on or before April 5, 1937, from permitting shippers in interstate commerce over the carriers' lines from occupying "space by lease or otherwise in warehouses, buildings, or on piers owned or controlled directly or indirectly by, or affiliated with," the carriers involved "at rates and charges which failed to compensate" the carriers "for the cost of providing space. The order likewise directed the carriers to abstain from storing, handling or insuring goods for shippers at less than cost, and one carrier was directed to abstain from granting concessions to a warehouse company by means of leasing space to that company at less than the cost of the space to the carrier."

When the order was upheld by the United States District Court for New York, appeal was taken direct to the Supreme Court. Joined in the final attempt to set the order aside were the Baltimore & Ohio Railroad Co., the Central Railroad Co. of New Jersey, the Delaware, Lackawanna & Western Railroad Co., Erie Railroad Co., Lehigh Valley Railroad Co., the New York Central Railroad Co. and the Pennsylvania Railroad Co.

Competition among carriers for line haul business was found by the court to be the root of the storage problem.

"Their entrance into warehousing was brought about by a desire to induce shippers to use particular rail facilities and as one and then the other of the carriers gained traffic by their warehouse conveniences, it seemed necessary for their competitors to equip themselves with similar advantages," wrote Justice Reed. "Obviously," he continued, "a shipper who can secure transportation, storage, handling and insurance together from a carrier and its affiliates for an aggregate cost which is less than the sum for which he can secure the various services when purchased separately from carriers and non-affiliated enterprises, will deal with those offering the best terms. The storage largely determines the transportation route. To get the rail transportation of large shippers, the carriers sought them out and offered warehousing services and space below the rates of private warehousemen and below the cost to the carriers of the services rendered. It was not only a contest between carriers and private warehousemen but also be-

tween the carriers themselves. Traffic departments of the railroads became solicitors for warehousing business. Favored shippers were rented space by the carriers below compensatory figures. To meet the requirements of this competition the various Port of New York railroads added many new buildings in recent years. This provided many millions of square feet of space above the present needs of the district."

The Court, after discussing the evidence, declared the order entered by the Commission and sustained by the lower court was an exercise by the Commission of its power to cause carriers to desist from practices which result in receipt of less than their published tariffs for transportation services, with the consequence that concessions were given and preferences and advantages obtained by certain shippers. The validity of the order, it was pointed out, depends upon whether warehousing services were rendered at a charge below cost to the carrier; and, the justices added, it is not necessary also to find that the reasonable value was above the charge.

The crux of the decision is found in this paragraph:

"It was the view of the Commission and the lower court that the finding of the Commission showed a violation of Sections 2, 3 (1) and 6 (7) of the Interstate Commerce Act. These sections were enacted to assure the maintenance of rail transportation tariffs without rebate, discrimination or preference. No findings appear, nor has our attention been called to any evidence which suggests the charges were made to meet the competition of the commercial warehousemen or were based upon the fair value of the services rendered, regardless of competition. On the contrary, it was the carriers' struggle to obtain line haul traffic which led them into price cutting warfare. Charges for leases, storage, both in and out of the transit privilege, handling and insurance were slashed to meet the competition."

The Court accepted and confirmed the Commission's conclusion that in-transit warehousing is not a part of transportation, but added this discussion: "If the service is non-transportation, the fact that it is in a tariff does not save it from condemnation of Section 6 (7). That section forbids receiving a less compensation for transporta-



tion than the tariff. The loss on in-transit warehousing, entered into to secure the rail-haul, results in lowered receipts for the transportation and in violation of the section. Some shippers are not in a position to avail themselves of the below-cost in-transit service. They must pay the full transportation rate, without any offset from the warehousing. This discrimination between shippers is unlawful and the remedy applied by the order valid in these circumstances."

### I.C.C. Control Claimed on Hours for All Employees

**A**UTHORITY to regulate hours of service of persons employed by truck and bus operators was conferred upon the Interstate Commerce Commission under the Motor Carrier Act, which supersedes all other statutes, carrier spokesmen contended this month during oral argument on whether the Commission's jurisdiction extends beyond employees whose duties affect safety on highways.

The hearing was conducted by the Commission, on its own motion, "to determine the extent of our jurisdiction over employees of common, contract, and private motor carriers" under Section 204 (a) of the Act, the section which carrier representatives claimed bestowed the undisputed authority to the Commission, or whether the labor standard act should be the governing power.

It was the unanimous contention of highway industry representatives that should the I.C.C. fail to assume its authority over such employees, that the clear language of the Act, and the intent of Congress would be ignored.

Confusion among operators and employees as to whether any class of the latter were subject to the wage-hour law, which exempted as to hours employees falling under the I.C.C.'s jurisdiction prompted the Commission inquiry.

Arguing for the American Trucking Associations, Inc., its counsel, J. Ninian Beall, denied that the Commission's authority is restricted to employees affecting safety operations, contending that the language of the Motor Carrier Act makes no mention of prescribing hours of service. If Congress had intended exemption of any particular type of employee, it would have been specifically stated in the statute, but, he argued, the language of the Act clearly authorizes the Commission to prescribe regulations governing qualifications and hours of employees.

The legislative history of the wage-hour law in Congress shows undisputedly that equal treatment was intended for both rail and highway carriers, and that exemp-

tion for all employees was intended, Beall asserted.

The Household Goods Carriers Bureau, represented by Edward S. Brashears, took a similar stand, contending that the Act places no limit on the Commission's jurisdiction over employees.

Reagan Sayes, appearing for Sproles Motor Freight Line and several Texas Carriers, said that although there is no immediate need for regulation of all employees, the Commission's power to do so is in the Act.

Harold S. Shertz, counsel for National Film Carriers, Inc., National Petroleum Carriers, Inc., and the Pennsylvania Motor Truck Assn., declared that the Commission's investigation was premature, and a distinction is found between "employees," the industry cannot be stabilized if the regulatory power of the Act covers only part of the industry.

Contradicting the claims of carrier representatives, Joseph Padway of the American Federation of Labor, argued that the Commission's jurisdiction extended only to those employees in the motor carrier industry whose employment affected safety of operation. He argued that the Commission should not concern itself with what the wage and hour act provides but should be interested only as to the extent of its jurisdiction under the Motor Carrier Act. He stated that if he believed that the Commission had jurisdiction to provide for the regulation of hours for employees whose work had no connection with safety of operations he would be before the Commission urging for such regulations.

Questioned by a Commission member as to advantages to an employee under the labor standards act as compared to the Motor Carrier Act, Padway concluded by stating that an employee would receive time and one-half for hours worked in excess of the regular 44-hr. week but the Commission had no authority under the Act to require such payment.

### Lea Bill Would Scrap Motor Carrier Div.

**T**HE omnibus transportation bill, introduced last month in Congress by Representative C. F. Lea, of California, chairman of the House Interstate Commerce Committee, if enacted, would abolish Div. 5 of the Interstate Commerce Division—the Motor Carrier Division.

This bill, which embodies to a great extent the recommendations made recently to the President by a special committee composed of rail management and labor representatives, is believed to have the support of the Administration.

The measure would increase the

membership of the I.C.C. by three, bringing the total to 14. In lieu of the present special divisions of the Commission, such as Div. 5, the bill would divide the I.C.C. into two general sections—the Rate Div., to be composed of 9 commissioners, and the Finance Div., to be composed of 5 commissioners.

In addition, the bill calls for:

An Appeal Board to review decisions of the rate division, the chairman of which will be appointed by the President. The chairman of the Appeal Board also will serve as chairman of the I.C.C.

Appointment by the President of a Special Administrator, who will study transportation problems with a view to recommending corrective legislation. Placing water common carriers operating in interstate commerce under I.C.C. regulations with respect to rates, fares and charges.

Establishment of a Railroad Reorganization Court.

Amendment of the merger provisions of the Interstate Commerce Act.

Vesting in the I.C.C. jurisdiction over the minimum rates of all types of common carriers engaged in interstate commerce.

It is stated that the House of Representatives will not be disposed to rush legislative action on the Lea bill. It is thought that the commerce committee will take from 60 to 90 days to complete hearings on the bill.

### South Asks Aid of West on Rates

**A**BID has been made by the South from the West for its support in securing revision of freight rates on goods moving into Northern and Eastern markets.

Representative Ramspeck of Georgia, author of a bill seeking mandatory freight adjustments, has invited Western and Southern House members to meet for a discussion of the problem.

The Georgian said he would ask the group to join a drive for a Congressional study of the entire system of interterritorial freight rates.

Mr. Ramspeck said he believed the first step should be demand for public hearings before the House Interstate and Foreign Commerce Committee, of which Representative Lea is chairman.

Southerners have complained for years the section's industrial development was retarded by freight rates which gave preference to producers in the Northeast.

The Ramspeck bill would prohibit the fixing of a higher interterritorial rate than that which applies for a similar shipment wholly within the territory of destination.

## Personnel

A. L. Palda has joined Edward Montgomery as an associate in the Edward Montgomery Co., food brokerage, Cleveland, Ohio. Mr. Palda was formerly connected with the grocery and brokerage business for many years.

Harry D. Baird, Southwestern Transportation Co., Memphis, Tenn., was elected president of the Associated Transportation Club of Memphis on Jan. 4. Other officers are Chas. Taylor, vice-president, and Lawrence A. Megel, secretary-treasurer.

William Fisher, Waterbury, Conn., has been named office manager of the Laconia (N.H.) branch of Swift & Co., succeeding John J. Sullivan, who has been transferred to Portland, Me.

H. T. Hedge, Richmond branch manager, has been appointed Eastern division sales manager, Quaker Oats Co., Chicago.

W. T. Cruse has been appointed sales director of molding powder division, Celluloid Corp., New York City.

P. S. Gerot has been appointed Chicago manager of Pillsbury Flour Mills Co., with which he has been for 26 yrs.

Charles Peacock has been reappointed to the state grain and warehouse commission of Wisconsin.

W. O. Richardson, since 1924 traffic manager of the Cudahy Packing Co.'s plant at Denver, has been named traffic manager of the plant at Los Angeles. Ralph Morley has been named assistant traffic manager under Mr. Richardson. The latter succeeds Charles Cooper and Mr. Morley, Leon Love, both of whom resigned.

Robert Reed of J. Theobald, Jr., Inc., was named president of the Cleveland Association of Food Brokers at the annual meeting, Dec. 9. Wilbur Platt of Platt & Co. was elected vice-president; C. A. Bowman of Platt & Co., secretary; and Hoyt D. Kline of the Housum-Kline Co., treasurer.

Harvey C. Fruehauf, president of the Fruehauf Trailer Co., Detroit, has been elected a director of the National Association of Manufacturers. Mr. Fruehauf is also a director of the Detroit Board of Commerce and prominent in national highway transportation affairs.

James L. McFadden, export forwarder with offices in Newark, was elected president of the New Jersey Industrial Traffic League at a recent meeting in Hotel Douglas, Newark, to succeed W. S. Nevius, traffic manager of Calco Chemical Co., Bound Brook. Robert De Kroyft of Newark, traffic consultant, was named vice-president, and W. J. Nicoll, manager of the Consumers' Ice & Cold Storage Co., Elizabeth, was re-elected treasurer.

Dan Dalberg has been elected a secretary of the Houston Warehouse and Transportation Assn.

L. A. Bailey, business manager of the California Warehousemen's Assn. and of the Pacific Coast Cold Storage Warehousemen's Assn., is in the East gathering information on the Federal Wages and Hours Act. He was expected back in San Francisco at the end of January.

H. F. Hoffmaster, Jr., traffic manager, Freeport Sulphur Co., has been named chairman of the Shippers (Traffic) Committee of the New Orleans Association

of Commerce for 1939. A. J. Marks, traffic representative, Penick & Ford Ltd., Inc., will act as vice-chairman of the committee. Both Mr. Hoffmaster and Mr. Marks served in the same capacities last year and were re-appointed.

New officers of the Traffic Club of New Orleans, named to serve during 1939, are J. L. Karter, president; J. E. Munroe, G. R. Simno and Frank Pattie, vice-presidents; E. C. Marks, secretary; and F. J. Treuting, treasurer.

Members of the board of directors include W. S. Cahill, 3 yrs.; S. B. Short and W. H. Trauth, 2 yrs.; and H. T. Bogg, P. J. Stenger, R. J. Barry and C. H. Marshall, 1 yr.

## Hegeman Again Heads N. Y. Mdse. Warehouse Group

W. E. Hegeman was re-elected president of the Warehousemen's Assn. of the Port of New York at its annual meeting at the Downtown Athletic Club, Jan. 19. Frank Henderson was elected vice-president; I. W. Mead, secretary, and H. E. Ward, treasurer. New directors elected are N. Drake, E. W. Ford and W. C. Crosby. The New York Terminal Warehouse Co., Inc., was elected to membership.

The association committees in their reports indicated that from a financial and membership standpoint the group is on a very firm foundation. A. Lane Cricher, counsel for the A.W.A. and also for the New York group attended the meeting and in his talk stressed particularly contemplated action that is to be taken by the New York warehouse group and others such as the main ports of the country and even some of the rail carriers to combat the competition of the New York Free Port, which, it is claimed, is getting storage on a rate basis that is considered unfair. Mr. Cricher stated that this situation will be a main topic for discussion at the Dallas meeting of the A.W.A. this month.

## Smith Heads Wichita Warehouse & Transfermen's Assn.

At the annual meeting of the Wichita Warehouse & Transfermen's Assn., Wichita, Kans., held on Jan. 4, Alva E. Smith, Merchants Van & Storage Co., was elected president. Other officers were Melvyn E. Crowl, United Warehouse Co., vice-president, and J. F. Dee, Yellow Cab Transfer & Storage Co., secretary-treasurer.

## Tanzer Heads Food Products Club

At a noon-day luncheon held in the Crystal Room of the Hotel Sherman, Chicago, on Jan. 12, at which many prominent Chicagoans were present, particularly the deans and old timers in the food industry, M. J. Tanzer, sales manager of Crooks Terminal Warehouses, was installed as president of the Food Products Club of Chicago. Mr. Tanzer has served the Club in the capacity of secretary and treasurer for the past 5 years.

## Central Industrial District Assn. Kansas City Re-elects Talbott Head

W. B. Talbott, vice-president and general manager of Baker Mfg. Co., Kansas City, Mo., was re-elected president of the Central Industrial District Assn., at a recent meeting of the board of directors. C. C. Daniel, who organized the association in 1923, and served as its president for 7 yrs., was elected honorary president for life. J. Mercer Zick and Arthur F. Weber were elected vice-presidents. Other officers re-elected were J. E. Powell, treasurer; F. H. Servatius, secretary, and Gilbert G. LaBar, manager.

### Connor Heads Detroit Van Owners

At the annual election of Detroit Van Owners Assn. held this month, the following officers were elected for the year 1939:

President, Harry A. Connor, of Wayne Storage; vice-president, Charles Gleiser, Mack Avenue Cartage Co.; secretary-treasurer, William M. Wilson, Wilson Brothers Storage Co. H. B. Woodhull continues as field secretary.

The following board of directors was elected: H. L. Leonard, H. L. Leonard Storage Co.; Leon Leonard, Leonard Brothers Storage Co.; B. H. Tweedie, Abbott's Moving Van; Joe Dunn, Riverside Storage Co.

### Rawlinson Heads Allied Van Lines Canada

At the annual meeting of Allied Van Lines, Ltd., held on Jan. 6, at Toronto, M. A. Rawlinson was elected president. Other officers were J. B. Baillargeon, vice-president; C. F. B. Tippet, treasurer; Wm. Pickard, secretary, and P. G. Heyward, manager. Directors elected were M. A. Rawlinson, J. B. Baillargeon, W. G. Kenwood, C. F. B. Tippet and Wm. Pickard.

The president, in his report, stated that a slight improvement in the business of the company was shown over the preceding year. Both the number of registrations and amount of business showed increases. The report of the treasurer also was encouraging as compared with last year. Two hauling agents were added during the year—Capital Storage Co., Ottawa, and Crone Storage Co., Ltd., Vancouver.

### Gannett Re-Elected at New Orleans

T. E. Gannett has been reelected president of the New Orleans Merchandise Warehousemen's Assn., Inc., for 1939. Other officers include M. C. Sherwood, vice-president; Claude Payrefitte, secretary, and A. M. Chrichton, treasurer. Mr. Payrefitte succeeded W. E. Field. All other officers were reelected.

Three members of the board of directors were elected to serve with the officers as board members. They are R. W. Dietrich, J. C. Nicholson and E. D. Fontain.

### Federal Storage, Washington, D. C., Re-Elects Officers and Directors

Stockholders of the Federal Storage Co., Washington, D. C., re-elected the following directors at its annual meeting: Charles S. Baker, H. R. Barbee, D. L. Borden, H. S. Dunn, H. P. Erwin, D. P. Gailard, J. M. Johnston, H. N. Marsh, Carroll Morgan, E. K. Morris, D. F. Roberts, C. G. Treat and Griffith Warfield.

All officers were re-elected: E. K. Morris, president; H. N. Marsh, first vice-president and counsel; J. M. Johnston, second vice-president and treasurer; H. R. Barbee, secretary; P. E. Tolson, assistant vice-president; S. W. Adams, assistant vice-president; A. R. Barbee, assistant treasurer, and Marian C. Trumbull, assistant secretary.

### William H. Strang

WILLIAM H. STRANG, 82 yrs. old, who was president of Wm. H. Strang Warehouses, Inc., Brooklyn, N. Y., died Jan. 8, at his home at 1216 Beverly Road. For more than 60 yrs. Mr. Strang had been engaged in the storage and moving business in Brooklyn.

He leaves four sons, William H., Jr., Harry A., Charles D. and Walter D. Strang, and two daughters, Mrs. Anna Brosnan and Mrs. Grace Burke.

### Fred. S. Schneider

FRED S. SCHNEIDER, 62 yrs. old, secretary-treasurer of the Indiana Terminal & Refrigerating Co., Indianapolis, Ind., died Jan. 9, after a 2 months' illness. He had been a resident of Indianapolis since 1907, and had held the above position for 30 yrs. Mr. Schneider was born in Iowa, living in Davenport for a time and later at Richmond, Ind. He was a member of the Episcopal church. Surviving are his widow, Mrs. Hannah Kron Schneider; a daughter, Mrs. Phyllis White, Indianapolis; a brother, Albert Schneider, Portland, Ore., and a sister, Mrs. Lydia Peabody, Seattle.

### John B. Kearns

JOHN B. KEARNS, 55 yrs. of age, and for 25 yrs. manager of the Neal Storage Co., Cleveland, Ohio, died suddenly of a heart attack Dec. 31. He had been in ill health for a year, had gone to Florida last fall to recuperate, and had just returned when he collapsed. Mr. Kearns lived with a sister, Miss Winnefred Kearns, at 2862 Meadowbrook Blvd., Cleveland Heights.

### Henry H. Shepard

HENRY H. SHEPARD, vice-president and general manager of the Brooklyn Eastern District Terminal, Brooklyn, N. Y., died early in January after an illness of 2 wks. He was 67 yrs. old. Mr. Shepard, who lived at Madison, N. J., was an official of the D.L.&W. RR. for more than 25 yrs. He resigned as vice-president in 1926 to join the terminal company.

A native of Indianapolis, Mr. Shepard attended public schools there, and was graduated from Yale University in the class of '96. Surviving is his widow, Mrs. Fanny Ward Shepard.

### James J. Hines

JAMES J. HINES, president of the New Phoenix Storage Co., Louisville, Ky., for 20 yrs., died Dec. 26 of a heart ailment. He was 73 yrs. old, and a native of Louisville.

Mr. Hines was one of the oldest members of the Pendeen Club, also a member of K. of C. His daughter, Mrs. Robert H. Ewing and a sister survive.

### Robert C. Linsley

ROBERT C. LINSLEY, Wheeling, W. Va., insurance agent, and prominent Knight Templar, died at his home on Dec. 18. He was for 35 yrs. vice-president, secretary and supt. of the Wheeling Warehouse & Storage Co., following which he entered the insurance business.

Mr. Linsley was prominent in Masonic circles, being grand senior warden of the Grand Commandery, Knights Templars of West Virginia. He was a member of Nelson Lodge No. 30, A. F. & M.; Wheeling Union chapter No. 1 Royal Arch Masons; Wheeling Commandery No. 1, Knights Templar, and the Scottish Rite bodies; past potentate of Osiris Temple, Nobles of the Mystic Shrine, and past commander of Wheeling Commandery No. 1, Knights Templar, for which organization he was recorder at the time of his death. He is survived by his widow, 3 children and several grandchildren.



## California Orders Rate Changes by Rail and Motor Freight

**D**ESCRIBED as the "most momentous" decision the California Railroad Commission has been called on to make, this State agency has established statewide reductions in truck freight rates, effective on all highway carriers, and has issued to railroads the request that they make extensive adjustments in their freight charges. The commission gives as its reason for the freight rate cuts the fact that California "is suffering from an overabundance of transportation."

While many carriers opposed the changes, and some are planning to protest the decision, on the whole the new rates have been well received by the carriers and shippers, especially by the latter. At this writing, however, while the main lines of the decision are known, the great majority of those affected have not had an opportunity to study it in detail as copies have only just been mailed out. Carriers and shippers have until Feb. 15—the effective date of the order—to file protests or requests for re-hearing. It is understood that certain groups, notably the proper division of the Truck Owners' Association of California, are preparing some such move.

The new rate structures are extremely complex and have not yet been sufficiently analyzed or digested for details of the changes to be briefly given at this writing; one or two examples, however, will indicate the extent of the reduction. For goods carried between San Francisco and Los Angeles, rates for first class commodities such as given types of manufactured goods are 90 cents per hundredweight for loads of from 4,000 lbs. or less up to 20,000 lbs. and over. Under the new decision of the Commission, rates are fixed as follows: 73 cents per hundredweight for loads of 4,000 lbs. or less, 59 cents for 10,000 lbs. and 52½ cents for 20,000 lbs. The Commission's order becomes effective Feb. 15, and the new rate schedules become operative May 16.

About 600 commodities are affected by the new rates, exempted being unmanufactured agricultural commodities and "certain commodities of minor importance found to require individual investigation." The new rates are described by Warren K. Brown, Railroad Commission's transportation department director, as being "as low as could be fixed and yet enable efficient carriers to experience compensatory rates." Mr. Brown says that chief purposes of the new rate schedule are to stop destructive rate cutting, also to "stabilize the rate structures on a reasonable, non-discriminatory and compensatory level, make available to shippers a known basis of minimum rates, equalize a competitive condition between several forms of for-hire transport and preserve to the public the full benefit and use of the public highways."

The decision emphasized the "overabundance of transportation in California" and strongly suggested legislation for more stringent licensing provisions for truck operators. Some sensation claims were made by the decision. "In addition to many thousands of proprietary operators and common carriers, more than 8,000 radial highway common, highway contract and city carriers hold permits to perform for-hire transportation. These carriers operate at least 30,000 vehicular units, seldom used to capacity. Load factors of 50 per cent or less are the rule. As a result few carriers operate at a profit and approximately 500 will discontinue operations each month. However, approximately the same number will enter the field, the ease with which most truck equipment can be purchased and an operating permit be obtained, attracting unwarranted numbers of new operators into a field already adequately served. So long as this situation exists the public cannot be given advantage of rates nearly so low as they could enjoy were the carriers able to obtain full use of their equipment and reduce unit costs." The Commission states: "The only satisfactory manner through which

this end can be obtained appears to be through enactment of new legislation requiring persons seeking to enter the for-hire transportation field and to use the public highways for private gain to establish, before a permit is issued, that their entry will be in the public interest."

John M. Desch, freight traffic counsellor, who serves the Truck Owners' Association of California, has this comment to make on the decision:

"The general feeling among motor carriers is one of relief that at last the decision is out even though many may be unsatisfied." The new schedules are the outcome of 59 days of public hearings and take the place of 14 previous transportation decisions, the scales being identical with those proposed by Howard G. Freas and William H. Gorman, the examiners who conducted the hearings. Mr. Desch continues: "On the whole, it seems to be a very well balanced rate decision and the Commission should be complimented on putting out an order that is a major step towards rate stabilization in California." Mr. Desch points out that the rates are minimum rates and where a carrier has higher rates on file he need not go to the level specified, except, of course, where it might be to the carrier's interest to meet rates. Mr. Desch and other authorities believe that the new schedule will prevent undesirable proprietary trucking, being low enough to keep this type of competition out of the field. In some cases, on long hauls, motor carriers claim losses of revenue, but where these have established higher rates, it will be possible for such rates to be retained unless they are suffering from competition. "Shippers in general are pleased with this rate reduction," says Mr. Desch. From some quarters, however, there may be protest before the Feb. 15 deadline. Some certificated carriers are already filing objections.

Household goods movers are in a separate category and do not come under the provisions of the decision described above. This group is in the throes of Railroad Commission hearings and is strongly protesting proposed cuts in rates. Movers' organizations are offering their own cost studies and operating expense findings in proof of their contention that any serious rate slashings, such as the Commission has made effective for commodities, would be disastrous for them. Many operators are claiming that such reductions would tend to put the smaller movers out of business. Movers' organizations are taking appropriate action.

## Seek Freight Forwarding Inquiry Delay

Following the action by the western railroads on Jan. 10th, the railroads operating in eastern territory have petitioned the I.C.C. to delay for 6 mos. from Feb. 17 the effective date of its order in the freight forwarding investigation.

The report and findings of the I.C.C. held that railroads of the country were indulging in widespread violations of law by certain rules and practices on forwarder traffic and ordered the carriers to cease these violations by Feb. 17.

It is argued by the rails that the decision of the I.C.C. comprehends such a widespread modification of tariff rules as to make it impossible for them to prepare schedules for filing soon. The carriers must give 30 days' notice of new schedules.

On certain of the orders of the I.C.C., the rails, it is stated, plan to comply. On several findings, however, the carriers plan to seek reconsideration and modifications.

## Storage at Buffalo

Consideration will be given by the Trunk Line Assn. at its next meeting to consider a proposal filed by the D.L.&W. to establish storage in transit arrangements at Buffalo, N. Y., on paraffine, crude rubber, wax, tapioca, cocoa beans, coffee, burlap, woodpulp, tin, newsprint paper, malt, metal and other commodities.

The proposal contemplates a transit charge of 3¼ cents per 100 lbs. with raw usual storage of 12 mos. to be allowed. A similar proposal was considered by the eastern carriers last July, but failed of approval because the transit charge was to be 1½ cents per 100 lbs.



# WATERWAYS AND TERMINALS

## Rail-Ship Inquiry

INSTEAD of the Nicholson Universal S.S. Co. and the Spokane S.S. Co. making a new effort to secure participation in rail-lake freight rates as was previously reported, it is now learned that the interstate commerce commission has ordered an investigation into whether the New York Central R.R. has any interest by stock ownership or otherwise in the Nicholson Universal S.S. Co. for the purpose of determining what orders may be necessary to remove any unlawfulness found to exist. The I.C.C. has ordered that in addition to the New York Central R.R. and the Nicholson Universal S.S. Co., the Spokane S.S. Co., United States Freight Co., Universal Terminal Co. of Cleveland, Linden Securities Corp., Merchants Dispatch, Inc., Securities Corp. of the New York Central R.R., Universal Carloading and Distributing Co. and the Overlakes Freight Corp. are made respondents to the investigation.

The Nicholson Universal S.S. Co. and the Spokane S.S. Co. were complainants in docket 26143 against the Pennsylvania R.R. and others, alleging that the defendants including the New York Central R.R. had refused to establish and maintain through routes and joint class and commodity rates in connection with their lines. On Aug. 4, 1934, the commission entered a report dismissing the complaint. In February, 1935, following reargument the commission affirmed its original report. Last November the commission reopened the case for reconsideration, reargument and rehearing. The order for an inquiry into the interest of the New York Central R.R. in the two steamship enterprises followed this reopening.

## Domestic Construction Aid

THE United States Maritime Commission has invited bids for construction of a steel, twin-screw Diesel cargo ship for the account of the Erie & St. Lawrence Corp., New York City. The bids were to be opened by the commission at Washington on Jan. 24. The vessel will be built under the construction differential subsidy provisions of the merchant marine act of 1936. The Erie & St. Lawrence Corp. has been operating the

"I.L.I." fleet in the New York barge canal-Great Lakes service. The vessel on which the maritime commission is to take bids will be of the barge canal type. It will be 290 ft. overall, 42 ft. wide and 18 ft. deep and of 3,256 tons deadweight, equipped with Diesel propulsion of 900 hp. This will be the first instance since enactment of the construction differential subsidy that the maritime commission is taking bids for building of a vessel to be operated in the domestic trade.

## Haag Says U.S. Aims to Lead World in Ships

THE natural advantages of the United States, if properly developed, could help this country become the greatest maritime power in the world, Alfred H. Haag, director of the division of research of the United States Maritime Commission, told the Great Lakes and

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## Harbor Development Conference in Chicago in January.

"Every now and then some self-appointed critic of our national maritime policy gains the spotlight by declaring that the United States should not aspire to become a great maritime nation," Mr. Haag said. "The argument usually advanced is that our people are naturally 'sea-minded'; that our standard of living is so high that instead of spending money on our merchant shipping, we should turn over to

(Continued on page 60)



One of the heavy-cargo types of boat used by the Federal Motorship Corp. in its package handling service between New York and Chicago

# Factories ON THE MOVE

**REMINGTON-RAND, Inc.**, 315 Fourth Ave., New York, typewriters, accounting machines, etc., plans expansion in plant No. 1, at Ilion, N. Y., and is arranging with Remington Arms Co., for lease of about 25,000 sq. ft. of floorspace in building on Main St. Company plans early removal of part of typewriter re-building department from works at Middletown, Conn., to Ilion, where capacity will be increased.

**American Cyanamid & Chemical Corp.**, 30 Rockefeller Plaza, New York, plans construction of a new plant for processing bauxite ore at Little Rock, Ark., comprising a main one-story mill, and smaller buildings for storage, distribution, etc. Plant will be operated by Porocel Corp., a subsidiary.

**Hinde & Dauch Paper Co.**, Decatur St., Sandusky, Ohio, manufacturer of corrugated fiber boxes and containers, has let general contract for one-story branch plant on 11-acre tract at West Chicago Ave. and Pennsylvania Railroad, Detroit. Main unit will be one-story, with several smaller structures for storage, distribution and other service. Cost about \$450,000 with mechanical-handling and other equipment.

**Lambert Meter Co.**, Bush Terminal Bldg., No. 4, Brooklyn, manufacturer of gas meters and parts, has purchased plant on West Front St., Plainfield, N. J., about 150,000 sq. ft. of floorspace, and will improve for new works. Present plant will be removed to new location, now scheduled for early next fall, and production concentrated there.

**American Agricultural Chemical Co.**, 50 Church St., New York, commercial fertilizers, etc., plans one-story factory branch, storage and distributing plant at Syracuse, N. Y.

**Johns-Manville Corp.**, 22 E. 40th St., New York, manufacturer of building products, has taken long-term lease of former car shops of Boston & Maine Railroad at North Billerica, Mass., totaling close to 109,000 sq. ft. of floorspace, for branch plant for production of recently developed insulating materials for use in fireproof ship construction.

**Godchaux Sugars, Inc.**, Masonic Temple Bldg., New Orleans, has asked bids on general contract for one-story addition to cane sugar mill at Raceland, La., including improvements in present plant.

**Lincoln Creosoting Co.**, Benton Road, Shreveport, La., plans new creosoting plant near Heber Springs, Ark., where large tract has been acquired, to comprise several one-story buildings, tank house, power station, pumping plant and other units, with conveying, loading and other mechanical-handling equipment.

**The Alexander Casket Co.**, Lunenburg, Vt., has purchased a factory building in Littleton, N. H., which it will use for storage and display of caskets and vaults until spring, when the firm will move to Littleton for expansion.

**Celanese Corp. of America** plans to build a new plant at Pearisburg, Va., to cost \$10,000,000 and construction work is scheduled to begin April 1. The plant, it is said, will be specially equipped for the manufacture of a new product which in trade circles is said to be a new form of rayon yarn for the hosiery industry. The new product, according to semi-official information, is designed to compete with and possibly displace to some extent silk used in hosiery.

**Montgomery Ward & Co.**, have acquired property at Atlanta, Ga., and plan early erection of a completely equipped mail order house to cost \$3,000,000.

**Amoskeag Mfg. Co.**, Manchester, N. H., once the world's largest textile mills, since its liquidation 54 firms have purchased or leased 2,730,368 of the 8,000,000 sq. ft. of floorspace, according to a report by Amoskeag Industries, Inc., which handles the vast industrial property. Largest of the concerns operating there is the Chicopee Mfg. Co., employing 500 workers. About 3,500 have been given employment by the combined manufacturers.

**E. M. Laird**, builder of many famous airplanes, will move his aircraft construction corporation from Chicago to La Porte, Ind. A new plant will be erected there, and the Laird corporation will begin production of monoplanes already designed. The new plant, on the La Porte airport, is expected to be in operation by next summer. The Laird company, now located at 5917 So. Cicero Ave., is one of the airplane manufacturing companies in Chicago.

**RCA Manufacturing Co., Inc.**, maker of sound equipment, has broken ground at Indianapolis for an expansion of production facilities that will provide 1,000 new jobs and an additional annual payroll of \$1,000,000. The new construction consists of an addition of 250 by 400 ft. Its completion will give RCA 260,000 sq. ft. of manufacturing space in Indianapolis. Other company plants are located at Camden and Harrison, N. J., and Hollywood, Cal. J. M. Smith, vice-president, is in charge of Indianapolis operations.

**Rheem Mfg. Co.**, Richmond, Cal., steel barrels, drums, etc., will locate a branch plant at 11-15 So. Liberty St., New Orleans, La.

**Electric Sprayit Co.**, Milwaukee, Wis., will move to Sheboygan, Wis., by Aug. 1, 1939. It has taken a 17-yr. lease on a factory there and will gradually transfer operations following modernization.

**Diamond Alkali Co.**, Pittsburgh, has acquired controlling interest in Band Box Corp., St. Louis, solvents, cleansers, etc., and will expand plant and install additional equipment. Company also has acquired interest in another similar plant at Philadelphia, operated by Alfred Goldsmith, and will remove to St. Louis plant, located at 2110 Market St., where production will be concentrated.

## THE PARADE OF

## New Products

THE William Edwards Co., Cleveland, Ohio, wholesale groceries, has acquired the De Voe Wholesale Grocery Co., Warren, Ohio, and also the service franchise for Independent Grocers' Assn. stores in that district. It will hereafter be operated as the Warren branch of William Edwards, carrying the Edwards food line as well as the I.G.A. labels. Arthur Austin will be in charge of the office, and John Hall in charge of sales department.

Battle Creek Dietetic Supply Co., Battle Creek, Mich., has added another to the increasing line of health food products retailed for various dietetic purposes in the new "Health House" chocolate malted milk, which replaces refined sugar with raw sugar. This malted milk has recently been prepared specifically for use in the health food trade. The new beverage packed in 1-lb. cans, has an informative label, listing contents, proportion of each, number of calories and a percentage analysis, indicating approximate food values.

Armour & Co., Chicago, has placed on the market "Star" brand pork sausage, in a premium bowl sealed with a transparent cellulose top which permits inspection of the contents. This is an old product in a new and attractive package, and commanded dealer attention in many retail outlets where sausage had been just another meat.

Glaser Crandall Co., Chicago, a recent entrant into the field of baby food manufacturing a 15-yr. old, six million dollar industry, brings mothers of infants a new line of strained and seedless "Cradle Baby" jams. Packaged in 4 oz. glass containers with pry-up tin lids, these products, in 6 varieties—prune, fig, grape, black raspberry, apricot, currant and raspberry—claim a maximum retention of vitamins and minerals.

General Foods Corp., New York, in an expansion program now under way, will spend approximately \$15,000,000. This includes erection of new factories, modernizing equipment, building ships, enlarging quick-freezing facilities and constructing a new research laboratory.

American Beverage Corp., Brooklyn, N. Y., and the Prendergast-Davies Co. have merged, both distributors of wines and spirits, and the acquisition of control of C. H. Graves & Sons, distillers, of Boston, by the merged companies, is announced. The two companies have been merged under the name of American Beverage Corp. The combined annual sales of the three companies are expected to approximate \$11,000,000.

Fleischmann Distilling Corp. announces its appointment as sole distributor for the products of Felton & Sons, Inc., distillers of New England rum since 1819. Two of the best known products of the firm are Pilgrim rum and Crystal Spring bottled-in-bond rum. Production will continue at the Massachusetts distillery. Facilities will be completed in a short time for the bottling of Pilgrim rum at the Fleischmann plant at Peekskill, N. Y. Felton's rums will be handled by the national sales and distributing organization of Fleischmann Corp.

Geo. A. Hormel & Co., Austin, Minn., has established a foundation at the University of Minnesota, for the purpose of pure research in technological problems in the food industry. The company hopes that new uses and values will be found similar to the discovery of synthetic fiber and plastics in other industries. The results of this research will be made available to the entire meat and livestock industry.

According to the Bureau of Agricultural Economics, as reported in *The Agricultural Situation*, from a production of little more than 1,000,000 cases in 1929, the fruit juice output has climbed rapidly to about 24,000,000 cases during the last year.

Bennett Foods Co., Baltimore, has taken over the former branch plant of Western Maryland Dairy, and is making extensive alterations.

Borden Co., New York, has purchased Carl Marty & Co., Monroe, Wis., largest independent Swiss cheese manufacturer in the United States. The Marty management will remain the same, and the company trade names will be retained.

Exchange Lemon Products Co., has awarded contracts for the construction of a two-story steel and concrete packing plant at Corona, Cal. The cost will be about \$50,000.

Hills Bros. Coffee, Inc., San Francisco, has abandoned a proposal to build a \$750,000 coffee roasting and packing plant at Elmhurst, Ill., and is considering other sites in the Chicago area and elsewhere.

Lincoln Milk Producers Assoc., Lincoln, Nebr., will build a milk-processing plant to cost approximately \$100,000.

National Shoe & Leather Co., Epping, N. H., has opened a large addition to its plant and will double production of shoes to 80 cases daily.

Morris Klorfein Packing Co., Salem, Ore., is placing on the market Oregon packed dates. They are labeled the "Three Palms" and put up in 1 and 1½ lb. packages.

Frost Sealed Products Co., Summer, Wash., is now putting out asparagus, lima beans, broccoli, peas, cut corn and corn on the cob.

Frosted Foods Sales Corp., Portland, Ore., has packed more single items in Oregon than in any other state, according to Edwin L. Gibson. Among the items were peas, asparagus, lima and string beans, sprouts, Columbia River salmon, youngberries and strawberries.

Max Gehlhar, head of Oregon Products Co., Salem, Ore., has introduced a new product—unpeeled Bartlett pears in halves and packed in syrup. Under the name "Edgemont" the new product is marketed in 10-lb. tins.

Conan Smith, Milwaukie, Ore., announces a new product on the market—fresh mushrooms, packed in 2, 4 and 8 oz. tins.

(Concluded on page 64)



## FROM THE

## LEGAL

## VIEWPOINT

**No liability from  
Fire Damage**

LEGAL EDITOR, *DandW*: Recently certain merchandise in our warehouse caught fire without any reason or cause so far as we have been able to determine. Are we liable for damage to the stored merchandise? Since the owner of the goods is suing us, will you cite the latest higher court cases so that we may refer to same.—**Whit Storage and Transportation Co.**

*Answer*: Evidently the fire originated from spontaneous combustion or as a result of inherent defect of the merchandise. You are not liable in damage for injury to the stored merchandise under either circumstance, because a warehouseman is not liable for loss of or injury to stored merchandise unless the same resulted from negligence or lack of care on the part of the warehouseman or his employees. The following higher court cases involved suits by owners of merchandise against warehousemen for loss of or injury to stored goods by fire.

287 S.W. 931; 117 So. 834; 292 S.W. 599; 140 S.E. 121; 109 So. 20; 111 S.W. (2d) 867; 67 Pac. (2d) 796; 246 N.W. 147; 182 N.E. 341; 138 So. 226.

**5 Cases Where Lien  
Is Used to Collect Debt**

LEGAL EDITOR, *DandW*: Please explain when and under what circumstances a warehouseman is entitled to a lien to secure payment of storage charges? Will appreciate your citing late higher court cases so that we may refer same to our attorney, as we are now in litigation and desire citations on varied law on the subject.—**Pitman Warehouseman Co.**

*Answer*: A warehouseman is entitled to a lien to secure payment of storage charges; (1) if the contract for storage is legal and was solicited without fraud; (2) if the warehouseman retains possession of the goods, or if the goods are taken illegally from his possession by the owner; (3) when the overdue storage charges have remained unpaid for a period specified in the contract, or if overdue only 1 day providing no time is specified in the storage contract; (4) if the warehouseman did not expressly or impliedly

agree to postpone collection of storage charges; (5) and if the warehouseman has exercised ordinary care to safeguard the stored goods against loss or injury. Late higher court cases involving various phases of the warehouse lien law, are as follows:

4 N.Y.S. (2d) 326; 71 Pac. (2d) 53; 194 Atl. 508; 172 So. 463; 177 Atl. 560; 79 S.W. (2d) 570; 55 Pac. (2d) 1287; and 159 Atl. 683.

**Rug De-Mothing  
Contract Important**

LEGAL EDITOR, *DandW*: We are interested in your answer in *DandW* relative to damage to rugs by moths. When a lot of goods is

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received at our warehouse, we are generally successful in selling the customer in letting us put moth preventative in rugs, for which we make a charge. We are wondering if the burden would be on us to put moth preventative in them at regular intervals if the goods remain in storage over a period of years, or is the burden on the customer to notify us to do this service again.—**Merchants Storage Co.**

*Answer*: Your liability depends entirely upon the contract, either verbal or written, which exists between your patrons and yourself. If, for instance, the contract expressly or impliedly provides that your moth treatment is a guarantee against damage to rugs by moths, then you are liable if you fail to protect the rugs from moth damage. On the other hand,

if the contract between your patron and yourself provides that for a specified payment you agree to treat any rug with a preparation intended to minimize damage by moths, you would not be liable for damage to the rugs caused by moths providing the testimony indicated that you used ordinary and average prudence, and a recognized moth preventative preparation when treating the rug.

Therefore, in order to minimize your chances for liability, it is advisable that you prepare a contract which shall be signed by your clients and yourself and which contains the clause, as follows: "We agree to use good quality materials and a process generally recognized as being effective when preparing and treating (state name of article) against damage by moths. We also guarantee to use ordinary care and prudence when doing our work but we do not guarantee that under all circumstances it (state name of article) will not be damaged."

**This Month's Important  
Higher Court Decisions****Common Carrier vs.  
Interstate Shipment**

THE old or common law rule, founded upon public policy, is that a common carrier is answerable for loss of or damage to the goods transported from any cause save the act of God or the public enemy. Under the old law the carrier could exempt itself by contract from liability for the losses beyond its control, but it could not be relieved from liability for its own negligence.

However, it is important to know that under the modern law the bill of lading constitutes the contract between the shipper and the carrier of goods in interstate shipment, and where the freight rate is based upon the value of the goods, the shipper's recovery in a suit for non-delivery is limited to the value placed upon the goods by the consignor, as specified in the bill of lading.

In other words, where a bill of lading stipulates the value of the goods and that, in consideration of the freight rate to be charged, the carrier's liability is limited to a stipulated value, damages for



loss or injury are computed in the usual way without reference to the stipulation, if the value of the goods is less than the value stipulated in the bill of lading. However, if when so computed the value exceeds the agreed limit of value no recovery of the excess may be had by the shipper.

For example, in *Railway Express Agency v Stephens et al.*, 83 Pac. (2d) 858, it was disclosed that a common carrier failed to deliver transported goods and the shipper filed suit. Although the value of the goods as fixed by the consignor, and stated in the express receipt, was \$150, yet the shipper sought to recover \$750 damages for the loss thereof.

The shipment was interstate, making the contract subject to the laws of the United States and the rules and regulations of the Interstate Commerce Commission.

Therefore, the higher court held the shipper entitled to recover only \$150, notwithstanding the fact that the actual value of the goods was \$750. This court said:

"In such case where the shipment is classified as to value, as was done here, and the rate of the carrier is based thereon in accordance with the regulations of the commission aforesaid, the plaintiff's (shipper's) recovery is limited to the value placed upon the goods by the shipper; the bill of lading is the contract of the parties, and the plaintiff's recovery is limited by the terms thereof."

### Unknown Contents

Another important point of the law is that a common carrier is relieved from damages for the actual value of shipped goods if the bill of lading contains a stipulation that the contents of packages and containers are unknown to the carrier, and that the carrier is relieved from liability for loss of or damage to articles not specifically listed.

For illustration, in *Herring v Alabama Southern Co.*, 184 So. 180, it was shown that a shipper sued a common carrier to recover the value of "two small hand painted pictures," "four sterling silver candlesticks," and "one sterling silver tea service," which, when tendered for shipment, were packed in a barrel. When inquiry was made of the shipper's agent regarding the contents of the container, he disclosed a lack of knowledge, except that they contained household effects. Thereupon, the carrier's agent noted in the bill of lading that the barrel contained "dishes."

In view of these circumstances the higher court refused to hold the carrier liable for actual value of the missing articles, and said:

"The right of inspection in order to ascertain what is the law made rate, regardless of that specified, does not impose upon a carrier the duty to open and examine closed containers to see

if the shipper has placed therein articles not to be taken under its tariffs and bill of lading. . . . To impose the liability of an insurer for the carriage of articles, not known to be in the carrier's possession, of such extraordinary value that no reasonable rate would cover the risk incident to that shipment of transportation, would affect the entire rate making structure."

### Interstate Tax

It is a general, well-settled proposition of law that a state cannot lay a tax on interstate commerce in any form, whether on the transportation of subjects of commerce, receipts therefrom, or the occupation or business of carrying it on.

On the other hand, unless a state law specifically provides that taxes voluntarily paid can be recovered by the taxpayer, the latter cannot by suit or otherwise recover the money thus paid.

For instance, in *State v New Deal Transport Line*, 281 N.W. 851, the higher court said:

"In the absence of statute, taxes voluntarily paid cannot be recovered back. When a tax imposed is illegal and unauthorized for any purpose, an original action may be brought to recover the tax only by virtue of statutory or constitutional authority."

### Interstate Shipment Converted

Various courts have held that under certain circumstances an interstate shipment may be converted into one subject to intrastate laws. The latest higher court case involving this point of the law is *Seneca Textile Corp. v Missouri Flower & Feather Co.*, 119 S.W. (2d) 991.

The facts of this case are that a New York State Corporation shipped merchandise to a warehouse located at St. Louis, Missouri. The New York Corporation's agent, located at St. Louis, sold the merchandise to various buyers in Missouri and ordered the warehouseman in St. Louis to ship the goods to the respective purchasers.

The legal question arose whether the New York Corporation was conducting interstate or intrastate business in Missouri. In holding that it was transacting intrastate business in Missouri the higher court said:

"When it (corporation) made a shipment of goods from New York and it was placed in the warehouse in St. Louis its interstate journey was ended. Then, when its agent, Morris Friedman, caused these goods to be shipped out of the warehouse, to fill orders he had procured from St. Louis customers, that became an intrastate shipment and constituted 'doing business' by the plaintiff in the State of Missouri."

### Leased Contract Cancelled

Generally speaking, a warehouseman is liable in damages if he vacates leased premises before expiration of a valid lease contract made with the owner of the proper-

ty. However, numerous circumstances may arise which entitle warehousemen to cancel lease contracts without any liability.

For instance, the law is well established that a warehouseman may be constructively evicted by the conduct of the landlord in creating or permitting the existence of nuisances in or about the demised premises, provided the nuisance is of a serious character and so intolerable as to interfere with the use and beneficial enjoyment of the premises. To constitute an eviction, however, the landlord must in some way be responsible for the existence of the nuisance.

In *Streep v Simpson*, 80 Misc. 666, 141 N.Y.S. 863, it was held that, where a building was infested with bugs without the fault of the tenant, there was a constructive eviction, and the tenant abandoning the premises was held not liable for the rent.

In *Batterman v Levenson*, 102 Misc. 92, 168 N.Y.S. 197, it was held that the presence of rats in large numbers in a warehouse building may constitute such a nuisance as to justify a tenant in abandoning the premises even though there was no direct proof that the rats came from or through a part of the building under the landlord's control.

In *Delamater v Foreman et al.*, 184 Minn. 428, 239 N.W. 148, a supreme court held that, in the absence of a contrary provision in the lease, the owner guarantees that the premises will be habitable.

Also see *Ray Realty Co. v Holtzman*, 119 S.W. (2d) 981, in which the court said:

"We are satisfied that the evidence in the case at bar was amply sufficient to warrant the finding of the trial court that the demised premises were so infested with vermin during the period of the lease, and to such an extent, as to deprive defendant of the beneficial use and enjoyment thereof. . . . We believe that such conditions, which the landlord failed to remedy although requested to do so, constituted a constructive eviction of defendant."

### Right to Inspect

#### Interstate Shipments

Considerable controversy has arisen from time to time as to the right of state officers to stop an interstate shipment for various purposes, as inspection.

The higher courts hold that state officers may under the police power, enforce certain rules and regulations governing the entrance of goods and merchandise into the state. Moreover, the right of inspection of goods or merchandise to ascertain its kind, quality or weight has frequently been upheld.

On the other hand, if the regulations prescribed by a state are unreasonable or undue interference

with interstate commerce then, of course, they become illegal. However, state regulations which merely offer state officials opportunity to inspect merchandise for reasonable purposes are not illegal.

For example, in *Rueffer et al. v. Department of Agriculture and Markets of New York*, 17 N.E. (2d) 407, it was disclosed that a trucking company is engaged in interstate commerce, hauling goods from the State of Pennsylvania into other states. The validity of a New York State law was tested which provides for inspection of certain goods entering New York by truck. The higher court upheld validity of the law.

### Law of Partnership

IT is well established law that a partner has no legal right to use partnership assets for his personal benefit. Moreover, a person who knows that merchandise belongs to a partnership assumes a liability if he purchases it personally from a partner, or loans money personally to a partner and takes the merchandise as security.

For example, in *J. Abrams & Co., Inc. v. Clark, Greenfield, Mass.*, 11 N. E. (2d) 449, the testimony shows that a commission merchant and a man named Goodwyn were partners in the enterprise of buying and selling onions. They shared equally in the profit or loss. The commission merchant supplied capital as needed and had a first lien on the onions for the advances. Onions were purchased, and about twenty-five carloads were stored in a warehouse in the joint account name of the commission merchant and Goodwyn. During the period while the onions were being purchased the warehouseman made advances to Goodwyn personally of which on Oct. 17 the sum of \$2,050 remained unpaid. On that day for the purpose of giving the warehouseman security for this balance, Goodwyn delivered to the warehouseman a memorandum of sale of the 1,000 bags of "set" onions. These were part of the onions belonging to the joint account which were stored at the warehouse. Goodwyn was fully informed of this sale, but the commission merchant had no knowledge of it.

Later the commission merchant had an opportunity to sell the 1,000 bags of onions, but the warehouseman refused to turn them over until he was paid the \$2,050 which had been advanced to Goodwyn personally. The commission merchant paid the warehouseman and later sued to recover back this amount on the contention that the warehouseman knew that the onions were in the partnership account and further that Goodwyn had no

legal right to give the warehouseman possession of the partnership property to secure a loan made by the warehouseman personally to Goodwyn. The higher court held the warehouseman bound to repay to the commission merchant the \$2,050.

### Who Is Common Carrier?

THE higher courts have adopted a rule for reference to determine whether a motor truck carrier is a common carrier or a private carrier.

First, it must be determined whether or not such person holds himself out, expressly or impliedly, as engaged in the business of supplying his service to the public, as a class, or to any limited portion of it, as contradistinguished from holding himself out as serving or ready to serve only particular individuals. The public or private character of the enterprise does not depend, however, upon the number of persons by whom it is used, but upon whether or not it is open to the use and service of *all* members of the public who may require it, to the extent of its capacity. The fact that only a limited number of persons may have occasion to use it does not make of it a private carrier if the public generally has a right to such use.

For example, in *Marshall v. Public Service Comm., Harrisburg, Pa.*, 195 Atl. 475, the Public Service Comm. of Pa. directed a motor transport company to cease and desist from transporting property as a common carrier. The official of the company contended that it was not subject to the Public Service Comm.'s regulation because it was not a common carrier.

During the trial it was proved that the company was engaged in the transportation of petroleum products for seven oil companies. For three of the companies, the transportation was both interstate and intrastate; and for the other four companies, interstate. The testimony further showed that the company had registered the following motor vehicles: Twelve International trucks, and twelve Fruehauf trailers; that it published a schedule of rates for the transportation of petroleum and other liquid products in bulk in motor-tank trucks from and to points in seven nearby states, including Pennsylvania; and that the inscription "Transportation Petroleum Products" appeared on the trucks and waybills.

In view of this testimony the higher court held the company a common carrier, and subject to the regulation of the Public Service Comm., saying:

"Although the intrastate transportation was confined to but three companies, it extended to all points in the

state, and to more than twenty towns and cities. The large number of trucks and trailers, inscribed with Transportation Petroleum Products, used extensively in interstate and intrastate transportation, indicates quite clearly that the services offered by him were a general holding out of his willingness to serve all who applied to the limit of his capacity."

### Dodge Announces Prices of New Diesel Truck

Close on the heels of the introduction of the new Dodge Diesel truck comes the announcement that the new Dodge 3-ton Diesel line will include chassis ranging in wheelbase from 152 in. to 205 in., and that delivered at Detroit prices will range from \$3,230 for the 152-in. wheelbase chassis to \$3,450 for the 205-in. wheelbase chassis with cab fully equipped.

The new Dodge Diesel truck is available in four wheelbase lengths: 152, 170, 180 and 205 in. The new Dodge Diesel is manufactured in the company's own plant.

### Michigan-No. Carolina Truck Pact Sought

A reciprocal truck agreement between Michigan and North Carolina, and West Virginia was proposed Dec. 7 by the state public utilities commission. Such an agreement between Michigan and Pennsylvania, permitting trucks of one state to operate weight tax free in the other, became effective Dec. 6. Others are in operation with Ohio, Indiana and Illinois.

### New Mayflower Shops

Aero Mayflower Transit Co. has purchased a new building at Massachusetts Ave., Indianapolis, adjoining the Hogan Warehouse building, which will be used for housing the shops. Occupancy of the new shops will take place during 1939 and will complete Mayflower's move to new quarters. The Hogan building houses the offices of the company as well as goods for storage.

### 2-Yr. Agreement with Chicago Drivers

A 2-yr. wage scale pact for truck drivers has been signed by Chicago employers and the labor union organizations, giving drivers an estimated increase of \$3,000,000 annually. This represents a straight wage increase of \$2 a week per driver and is assumed to be a prevention of costly strikes.

The weekly wage scale starts at \$34.00 for units of less than 2-ton capacity and increases on a sliding scale up to \$43.50 for a 10-ton and over unit. Hourly overtime rates run from 85 cents to \$1.00.

The agreement binds all parties to a wage-scale agreement for a 2-yr. period.

# Motor TRANSPORTATION

## Truckers Oppose Roosevelt Committee Proposals

Widespread disapproval from the trucking industry has been made to the proposals of the committee of six appointed by President Roosevelt to make a study of the general transportation problem of the United States. The committee recommendations were singled out as harmful to the trucking industry in general, especially the proposal that would eliminate special divisions such as Division 5 of the I.C.C. This is attacked by trucking leaders generally as a step in the dark for motor carriers, who are highly pleased with that division headed by Joseph B. Eastman.

Especially distasteful is the committee claim that highway transport now is subsidized to the disadvantage of rail carriers and that the rails pay out more in taxes than the truckers.

To offset such and other claims, the National Highway Users Conference, of which Alfred P. Sloan, Jr., of General Motors is chairman, is backing a special study by experts to get accurate information on cost figures as a basis for future highway construction.

John L. Keeshin, president of the Keeshin Freight Lines, Inc., in a letter to the President, presented tax statistics to disprove the contention that highway users are not paying their share for the construction and maintenance of the highways. He stated:

"In the 11-year period, 1927 to 1937 inclusive, special motor truck taxes amounted to \$2,963,663,000.

"Railroad taxes have decreased from less than \$400,000,000 in 1927 to a little more than \$200,000,000 in 1937. Truck taxes have increased from \$150,000,000 in 1927 to over \$400,000,000 in 1937.

"In 1927 the special taxes that trucks paid for the use of the highways amounted to \$150,695,000; in 1937 they increased to \$417,510,000—a gain of 176.7 per cent. In 1929 the railroad tax bill was \$397,255,774; in 1937 it was \$325,665,165.

"In the last five years, since 1933, total railroad tax accruals amounted to \$1,377,823,495, while trucks actually

paid to the states and federal government \$1,729,958,000."

Mr. Keeshin also took occasion to give his opinion regarding the difficulties of the railroads and to suggest a remedy.

"About 25 per cent of the expenses of the railroads may be charged to their less-car-load shipments," he declared, "while these shipments produce only 7 per cent of the total revenue."

The welfare of the trucking industry should be considered of paramount importance, he continued, because foodstuffs are largely handled by motor carriers and in times of war foodstuffs, munitions and troops must be handled by highway transport.

## Keeshin to Appeal Illinois Circuit Court Decision

Keeshin Freight Lines, Inc., is preparing an appeal to the Illinois supreme court of the decision of the Winnebago county circuit court which ordered vacated a certificate of convenience and necessity granted the carrier in January, 1936. The vacation of the certificate, it is pointed out, which applies to intrastate business is not affecting operations between the points involved, and Keeshin is continuing service therefore between Chicago and Rockford, Ill., on regularly assigned schedules.

Citing threatened bankruptcy of railroad systems and extensive damage to public highways as a result of uncurbed motor truck operation, Circuit Judge Arthur E. Fisher in January vacated an Illinois Commerce Commission order, permitting the Keeshin Co. to operate a transport line linking Rockford and Chicago with some 40 northern Illinois towns.

In setting aside the commission order, Judge Fisher ruled in favor of a group of railroads and the Railway Express Co., whose attorneys appeared in Rockford court on Nov. 30 to appeal from a decision handed down by the commission on Jan. 8, 1936, in which it granted the Keeshin Co. a certificate of convenience and necessity.

## New Keeshin Truck-Rail Service for Mid-West

The Keeshin Trucking system and the Baltimore & Ohio and Alton Railroads are planning to establish a new co-ordinated rail-truck service between the Middle West and the Atlantic seaboard.

Mr. Keeshin says: "Our trucks

will handle the short hauls at points of origin and destination, giving to the rails the long overland hauls. This operation will give the nation a truly co-ordinated rail-truck service of the type that is being advocated by transportation authorities.

Freight would be picked up throughout the Middle West and turned over to the B & O and its subsidiary, the Alton. Upon arrival in the East the freight would be turned over to Keeshin Lines for delivery to destination, including New England.

## Ry. Express, in Penna., Ceases I.C.C. Intrastate Service, on Order

Although the order of the Public Utility Commission of Pennsylvania to compel the Railway Express Agency to cease and desist from furnishing the service of collection and delivery in intrastate commerce of less than carload lot freight in Pennsylvania has been made operative, "we are still fighting it" was the word given out, Jan. 5, from the Philadelphia headquarters of the Agency. No opinion on the appeal to the State Superior Court has yet been rendered.

The Railway Express Agency, through its counsel, contends that the intrastate freight business is so mingled with the interstate business that, when PUC ordered the cessation of intrastate pick-up and delivery service, it virtually forbade interstate traffic, which, it argues, is a violation of the Federal Constitution, in that Congress has provided for regulation of pick-up and delivery of I.C.C. freight.

## Rate Change Proposals in Central States

Representatives of the Central States Motor Freight Bureau, Inc., on Jan. 20 began presenting their proposals for rate changes in the minimum rate order of the Interstate Commerce Commission for common carriers at the hearing before Examiner Parker at the Hotel Sherman, Chicago.

They had proposed 9 of approximately 140 amendments when adjournment was ordered. Not a single protest was registered. The bureau represents about 1,300 common carriers through the CFA-Central committee of the C. S. M. F. B. either directly or through reciprocal agreements, which ac-

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counts for the lack of opposition to these proposals, it was said. Several more petitions from trucking companies, not backed by bureau approval, are docketed for next hearing. More than twenty of these petitions have been presented.

Hinchcliff Motor Service of Chicago, represented by Henry H. Rodgers, commerce counsel of the city, presented three petitions for rate changes in the minimum order.

One of these petitions was for hauling catalogs from Chicago to Newark, Ohio. It proposes a rate of 33 cents a hundred as opposed to the prescribed rate of 35 cents. The second petition asks for column 75 rating instead of the bureau rating, column 77½, on drugs and drug sundries from Chicago to Cincinnati, Indianapolis, Cleveland and Columbus. The third requests slightly lower rates on the whole on building materials and supplies between certain defined points.

On the latter, the bureau-requested rates tallies close to those of the Hinchcliff Co., R. E. Martin, general agent and traffic manager of the company, testified in behalf of the petitioner.

In its petition, Franko Brothers, Inc., of Detroit, asked for the rail rate, which is 19 cents a hundred lbs., between Cleveland and Detroit on roofing material—*asbestos shingles* and *asbestos cement*. W. R. Hefferan of Detroit, representing the applicant, put Donald B. Hogue, vice-president of the company, on the stand. He presented a number of exhibits which showed that the present rate was 21 cents, minimum weight 20,000 lbs., and that the rate had been pushed up April 5 from 17 cents.

There was practically no cross questioning by bureau representatives. Harry M. Slater, commerce counsel of the bureau, indicated that if the petitioner had presented its rate to the bureau it would probably have been accepted.

D. L. Bennett presented a petition seeking a rate of 37 cents a hundred on manufactured tobacco from Wheeling, W. Va., to Pittsburgh. He represented the H. L. Hadorn Motor Express. The prescribed rate is 43 cents and the rail rate 42 cents, minimum weight 44,000 lbs.

Ferdinand Born, Chicago attorney, represented the Moon Freight Lines and Abshier Trucking Co. in their petitions for a reduced rate on stone from the Bloomington-Bedford district in Indiana to various points. Mr. Born put both Otto Abshier and Ray Moon on the stand.

Mr. Born submitted an elaborate exhibit of comparative rail and prescribed and proposed truck rates which was read into the record. The rail rate from the Bedford

district to Chicago was quoted at 20 cents on rough stone and 23 cents on dressed stone; the prescribed rates were 25 and 32 and the rates proposed by the petitioner, 24.93 and 26.07. Rates to other selected points were in like proportion, dependent on distance.

Frank Hefferren, bureau counsel, demanded all the specific points on which these rates were asked, and Mr. Slater, his associate, warned the petitioners of the results of violation of the minimum rate order. Examiner Parker had previously warned against using rates that are not prescribed under the I. C. C. order.

### 110,000 Trucks Used by Rails

More than 110,000 motor trucks are engaged exclusively in railway service, E. A. Clifford of the Chicago & North Western Railroad told the Western Railway Club recently at a meeting in St. Louis. A symposium was held to show the extent to which service to the public is being improved through coordination of motor transport with railway transportation.

"Public demand for quicker and more flexible service is increasing the number of trucks daily," Mr. Clifford declared. "By the use of such trucks as an adjunct to railway service, from 24 to 48 hrs. in delivery time is being saved at many smaller towns."

Mr. Clifford pointed out two large national bus systems contain many individual companies entirely owned by the railways, and that the railways have other large interests in bus transportation.

The southwest, Mr. Clifford added, had pioneered in this form of coordinated transportation, and possibly has progressed farther along these lines than any other section of the country.

### Texas Courts Stop "Transit Arrangement"

Several interstate trucking companies, according to the Weekly

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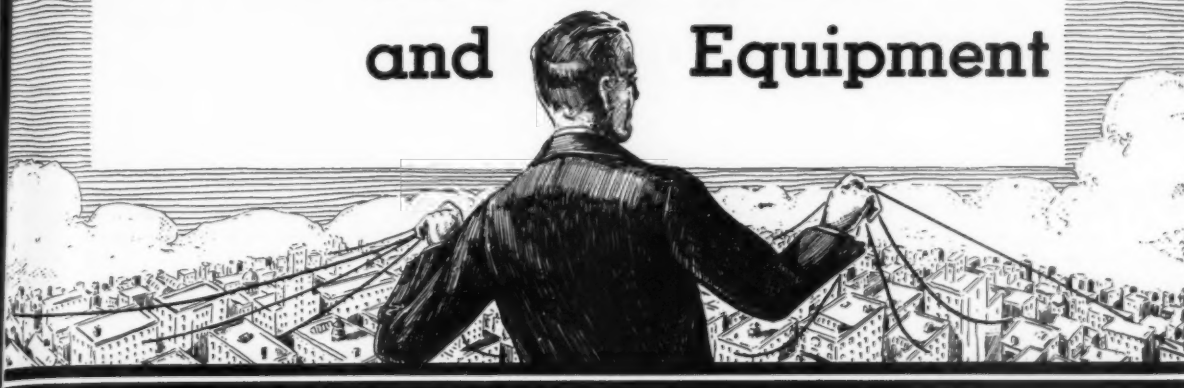
Bulletin of the Southwest Warehouse and Transfermen's Assn., recently conceived a plan whereby they attempted to secure competitive tonnage at rates lower than the intrastate rates by publishing a "transit privilege" in their interstate tariffs providing for the application of interstate rates on the outbound movement of freight shipped into the State of Texas and stored, not exceeding a specified period of time.

The tariff provision stated that if the interstate freight was registered with the motor carrier at the time of its arrival in the state, that the interstate rates would be applied on the outbound movement if it moved within the specified period; otherwise the intrastate rates would apply. This arrangement gave merchandise warehousemen quite some concern because they not only felt the arrangement was improper, but there was a decided amount of extra service connected with keeping stock records straight, for which they received no additional remuneration.

The "arrangement" came to the attention of the Texas Railroad Commission, which felt that it was a subterfuge to circumvent the higher Texas intrastate rates. As a consequence, action was taken by the Commission to stop the practice by court decision. The Commission secured a favorable decision in the District Court and appeal was taken. The decision of the lower court was affirmed, the Court of Civil Appeals stating in part:

"A 'transit' is a stop-over privilege on a continuous journey by a carrier by which a break de facto in the continuity of carriage of goods is disregarded, and two legs of a journey are treated as though they were covered without interruption; it unites both legs into a thorough route for which a joint rate can be published. It is recognized that 'transits' may, and often do, determine a continuous carriage (Baltimore & Ohio, S. W. Ry. Co. v. Settle, 260 U. S. 155, 43 Sup. Ct. 28 (1922), 67 L.Ed. 189). Even so, but, when same creates a fictional through movement out of two separate movements, one of which might be interstate and the other intrastate, the fiction cannot be extended to the point of creating interstate commerce out of that which is essentially intrastate. In the instant case, the original shipments did not start on their interstate journey with a particular destination in the mind of the shipper; they were delivered to the shipper at Dallas, Texas, for its own purposes, and the shipper retained exclusive control of same; the goods were stored before and after manufacture and commingled with other products; they were rendered for taxation in Texas by the shipper, and 60 per cent of same were distributed to retail dealers after sale from Dallas, and 40 per cent to branch houses of the shipper located in the state of Texas; and, the shipments from Dallas to other points in the State of Texas were under new and separate contracts or transportation and by different mode of transportation, truck instead of rail. We are of the opinion that the interstate movement ceased at Dallas, and that the subsequent shipments to points within the state were intrastate movements. The judgment of the court below is affirmed."

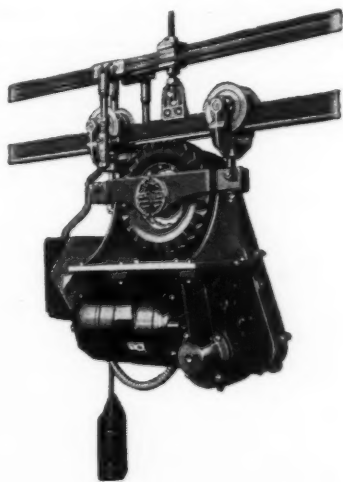
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(See advertisement elsewhere in this issue.)

### CARLOADERS

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(See advertisement elsewhere in this issue.)

### CASTERS (Truck)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 580, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

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**A**SHIN Protector has recently been developed which can be worn with absolute comfort either outside or inside apparel. Each individual shin guard is made of fibre formed to the contour of the human leg. Three horizontal ribs are employed for added strength and rigidity. Four brass eyelets, 2 at each side, are used to accommodate 2 straps for attaching the guard in position. At the top and bottom of each guard a moulded sponge rubber pad is used between the inside of the guard and the wearer's clothing. This effects a cushion which results in comfort, and also acts as a shock-absorbing device.

Guards such as these are worn by workers in industry subjected to shin hazards, and wherever leg protection is required. Absolute freedom of leg and foot action is assured with maximum protection to the shins. Manufactured by Ellwood Safety Appliance Co., Ellwood City, Pa. DandW.

### COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

### ELEVATORS (Portable)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill.

(See advertisement elsewhere in this issue.)

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White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

(See advertisement elsewhere in this issue.)

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White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

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**T**WO significant improvements in the Colormix method of installing and finishing colored concrete, releases for general use something builders have long desired—colored concrete floors, easy to install correctly. By means of a simple technique, the new Colormix method overcomes the two difficulties that have handicapped colored floor construction, workmanship and protection, and at a new low cost. Installation is greatly simplified by the new Colormix-KuroKrome method, and the difficulties due to the "human element" are practically eliminated. While first-class workmanship is of course desirable, with the Colormix-KuroKrome method satisfactory results are assured even where only average workmanship is available, as imperfections and variations in color are overcome.

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Louisville Bedding Co., 418 East Main St., Louisville, Ky.  
(See advertisement elsewhere in this issue.)  
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

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### PAPER (Tar)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

### PIANO DERRICKS AND TRUCKS

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(See advertisement elsewhere in this issue.)

### New Warehouse Ladder

A NEW warehouse, platform-type ladder has recently been developed, which may be used industrially in many ways to speed up handling and storage of products on shelves and bins. Casters on back of legs make it easy to move from place to place. This new ladder, designated as solid-type No. 206 is made of 51 S.T. Alcoa aluminum, having a tensile strength of 48,000 lbs. per sq. in. It weighs 43 lbs., yet it will easily



support a load of 1,000 lbs. The bottom of the ladder measures 28 in. by 22 in., and the platform, 22 in. by 22 in. The platform is 66 in. from the floor.

Aluminum ladders will not rust. They are ruggedly riveted together, easily cleaned, non-sparkling and may be made in almost any dimensions to meet particular needs. Manufactured by Aluminum Ladder Co., 117 Fifth Ave., Tarentum, Pa. DandW.

### Cleve-O-Cement Special Patching Composition

A NEW enlarged folder has been issued by the manufacturer describing Cleve-O-Cement, a special patching composition. In addition to presenting the various merits of Cleve-O-Cement as a patching agent for chipped and rutted cement floors, the folder gives a comprehensive list of leading American concerns which have benefited from the use of this product. Folder may be obtained free by writing the manufacturer, The Midland Paint & Varnish Co., 1322 Marquette Ave., Cleveland, Ohio. DandW.

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## TRAILERS (Industrial)

Clark Tractor Co., 131 Springfield Place, Battle Creek, Mich.

(See advertisement elsewhere in this issue.)

## TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10938 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

## TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10938 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 180 No. Michigan Ave., Chicago, Ill.

## TRUCKS (Hand)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill. (Lift Platform, Stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)  
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)  
(See advertisement elsewhere in this issue.)

## TRUCKS (Refrigerator)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## Grip-Tite Label Paste

**A**N adhesive capable of adhering to practically any surface, after exhaustive tests, is now being placed on the market. The new product is Grip-Tite Label Paste. This new adhesive makes available to label users a paste which can be relied upon to hold dependably to practically any surface under almost any condition of temperature, atmosphere or climate. Some of its many uses are on plain, lacquered and lithographed surfaces of tin, iron, copper, brass, lead, aluminum, stainless steel, bakelite, hard rubber, tile, leather, wood, porcelain, glassware and similar surfaces.

Heretofore the attaching of labels to different types of surfaces in practically each instance called for an adhesive specially adapted for the purpose. With the new paste this expense and inconvenience is eliminated. The user is prepared with the new product to do any and all labeling on any kind of surface with this single adhesive. The manufacturer will be glad to send a testing sample on request to those who write on their letterhead. It is available in 1, 5, 30 and 50 gal. sizes, F.O.B. Chicago or New York. A low price schedule makes it of interest to both large and small users. Manufactured by Paisley Products, Inc., 1770 Canalport Ave., Chicago, and 630 W. 51st St., New York. DandW.

## Buda-Lanova Diesel Engines for Ford & Mack

**T**HE Buda Co., Harvey, Ill., pioneer manufacturer of light-weight, high-speed Diesel engines for trucks and buses, has announced one of its standard production models for installation in Ford truck chassis. The engine used is a 4-cycle, 4-cylinder, solid injection Buda-Lanova Diesel, model 4-DT-212, with 3 1/2 in. bore by 5 1/2 in. stroke, having a 212 cu. in. displacement. This model, like all of the other 9 models of Buda Diesel truck and bus engines, incorporates the Lanova combustion system. This system is called "controlled turbulence," which provides low maximum cylinder pressure, high workable mean effective pressure, and superior starting characteristics in cold weather. Other features of this engine are removable dry sleeves, replaceable percision bearings, aluminum alloy pistons, and force feed lubrication throughout. It also announces a 6-cylinder Diesel now available for cab over engine Ford chassis.

The company also announces the completion of 2 new Buda-Lanova automotive Diesel models for the Mack Mfg. Co., Long Island City, N. Y. These new models, numbers 6-DT-317 and 6-DT-389, will be 2 of the 7 models of Buda-Lanova Diesels on which Mack has standardized for its Diesel requirements. This will enable Mack to offer an even wider range of engine sizes to customers who specify Diesel power for new trucks and buses. DandW.

*handle refrigerators with* **LESS LABOR**



The Balance Refrigerator Truck lifts and carries the load, makes loading and handling on stairs easy work. Wheels in handle make ramp unnecessary. X-75 Refrigerator Truck, heavy duty model, fits all cabinets, with or without legs or in the crate. The right truck for your work will save you much time and heavy lifting. Write for data and prices.

**SELF LIFTING PIANO TRUCK COMPANY**  
FINDLAY, OHIO

### Snap-Gripp Portable Lamp Guard

UP to the present time where portable lamp guards have a metal cage to protect the lamp bulb itself, this metal cage has been fastened to the handle by means of nuts and bolts or similar construction where the threaded bolt would be involved. Consequently, the nut and bolt could be easily knocked or bent out of line or the threads could be stripped or rust becomes a serious factor when it is necessary to take the metal cage apart. All these factors make it necessary to throw away the metal cage.

A new metal lamp guard has been developed where the means of holding the two halves of the cage together is done by snapping the ends of two semi-circular metal bands which form the lower construction of the metal cage. The portable lamp guard has a reflector made of heavy cold rolled steel. The reflector is cadmium plated, has all rounded corners, and is made in full length so that the operator can be protected from



light blindness. A rotating hook is part of the standard construction of the cage, and this hook is fastened between two metal washers. The metal washers are tempered to spring steel hardness which gives a continuous friction that lasts throughout the life of the lamp guard.

The complete guard is supplied with a water-sealed socket that fits snugly into the rubber handle. This permits the guard to be used around wet conditions. The shell of the water-sealed socket is completely surrounded by vulcanized rubber which permits the socket leads to be soldered directly to the lead-in rubber, and to the lead-in wires of the lamp cord itself. It is made in two sizes, one to take any lamp up to 60 watts, and the other any lamp to 100 watts. Manufactured by the Safeguard Electric Co., Inc., 1 De Kalb Ave., Brooklyn, N. Y. DandW.

**Your men can give these "the works"**

**for...**

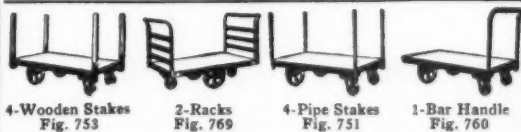


Fig. 769  
Pat. Applied for

**they're not ordinary trucks  
they are "HALLOWELL"  
STEEL TRUCKS**

... the kind that can stand all the rough treatment your employees can give them and still be on the job ready for more. It's no accident that they are that good... we planned them that way. Every part is strong as can be. The Platform, or top, is one piece of steel and it won't splinter or split from dropped-on loads. The joints are welded... that makes the truck almost one piece construction with nothing to get weak, loose or wobbly. And the wheels—well, they roll so easy your men are sure to prefer using "Hallowell" Steel Trucks.

#### SOME OF THE TYPES YOU CAN SELECT



4-Wooden Stakes  
Fig. 753

2-Racks  
Fig. 769

4-Pipe Stakes  
Fig. 751

1-Bar Handle  
Fig. 760

### STANDARD PRESSED STEEL CO.

BRANCHES

JENKINTOWN, PENNA.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

Box 540

CHICAGO

SAN FRANCISCO

ST. LOUIS

Send me all the facts about "Hallowell" Steel Floor Trucks.

MR.

TITLE

COMPANY

ADDRESS



(Concluded from page 55)

against a bookkeeper who is crooked and sufficiently clever. No laws can anticipate every possible move of a smooth swindler."

### Trade Zone Storage Protest

The Boston Port Authority has joined with the Warehousemen's Association of New York and port organizations at Norfolk, Baltimore and Philadelphia in protesting to Foreign Trade Zone authorities at Washington on low storage rates in effect on certain commodities received at the New York Foreign Trade Zone. Complaints filed with the Secretary of Commerce charge that low storage rates are being granted the New York free port zone on woodpulp, cocoa beans, Puerto Rican sugar and rubber, formerly handled by Brooklyn, N. Y., warehouse. The published handling charges of the Foreign Trade Zone are declared to be only about one-half those of the regular warehouses. Many of the items stored in the Foreign Trade Zone are declared not to be intended for export.

### Convention Dates

Feb. 7-11—19th Annual Convention of National Furniture Warehousemen's Assn., Hotel Adolphus, Dallas, Texas.

Feb. 8-11—8th Annual Convention of Mayflower Warehousemen's Assn., Biloxi, Miss.

Feb. 15-18—48th Annual Convention of American Warehousemen's Assn., Hotel Adolphus, Dallas, Texas. Group meetings at A.W.A. Meeting:

Feb. 14—American Chain of Warehouses; Allied Distribution, Inc.; Distribution Service, Inc. All 3 at Hotel Adolphus.

June 15-17—20th Annual Convention at Winnipeg, of Canadian Storage & Transfermen's Assn.

### Tully Resigns from Allied

Frank J. Tully has resigned from the Allied Distribution group and will form his own group of warehouses. His office is now at 251 W. 57 St., New York City.

### Ottman Heads AWI—Chicago Meeting a Big Success

**I**N keeping with its policy of close cooperation with the shippers and manufacturers, Associated Warehouses, Inc., held its fifth annual meeting at the Bismarck Hotel in Chicago at the time of the Cannery Convention, Jan. 22-27. Representatives of over thirty of the members were in attendance, making this by far the most successful convention held by AWI.

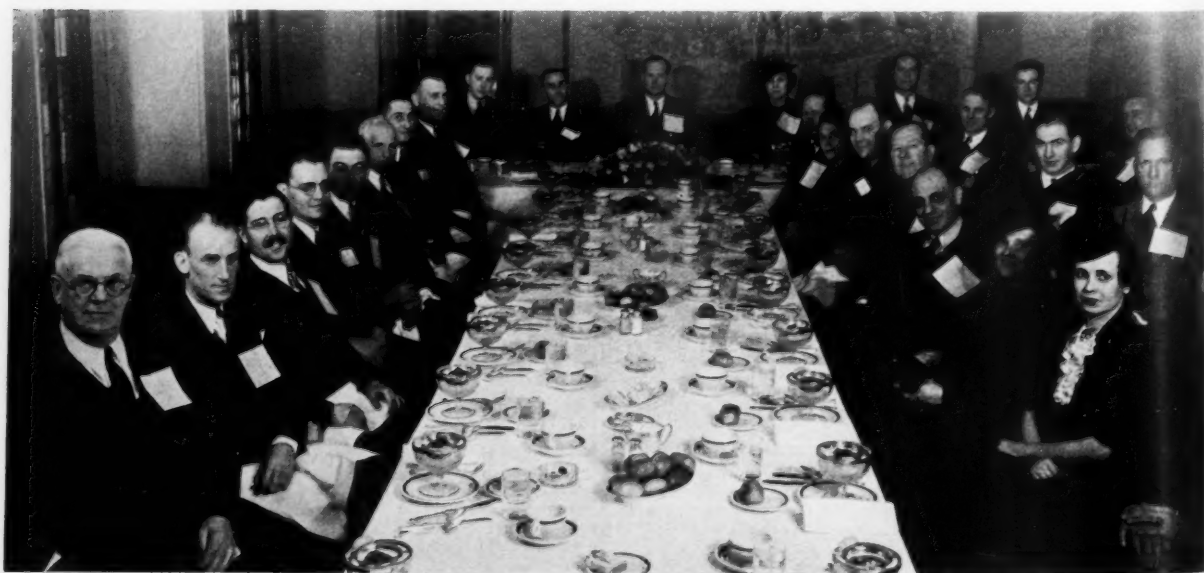
At this meeting, which celebrated 5 years of continued progress in the warehouse solicitation field, plans were discussed and definite steps taken to further the interests of members and to devise new ways and means of acquainting the shippers and manufacturers with the advantages and possibilities of the efficient distribution that can be gained through the use of the members of this group.

Plans were also formulated for enlarging upon AWI's policy of acting not only as a sales organization but providing a broad scope of service to the shipper, which has been one of the main factors in the outstanding progress of this association.

The officers elected by the board of directors to serve during 1939 were: president—E. H. Ottman, executive vice-pres., National Warehouse Corp., Milwaukee, Wis.; vice-president—B. E. Woeste, superintendent, Otis Terminal Warehouse Co., Cleveland, Ohio; treasurer—John J. Egan, vice-pres., Seng Waterway Warehouse Co., Chicago; executive secretary—Marguerite Schlitt, Chicago.

Clyde Phelps continues as western manager with headquarters at the main office in Chicago and Douglas Miller as eastern manager, with offices at Jersey City.

AWI members present at the convention were very enthusiastic over the progress made by their association during the past year as well as the sales program outlined for 1939. They expressed their appreciation of the results accomplished during 1939 and look forward to this year as the most successful in the group's history.



Banquet scene at recent meeting of Associated Warehouses, Inc., at Chicago

**BIRMINGHAM, ALA.**

1880 Nearly Sixty Years of Honorable Service 1939

**HARRIS TRANSFER & WAREHOUSE CO.**

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING  
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

**LITTLE ROCK, ARK.**



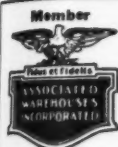
**Commercial Warehouse Co.**

801-7 East Markham Street

A Complete Branch House Service  
Fireproof Sprinklered - - Low Insurance  
Private Railroad Siding - - Quick Service



**BIRMINGHAM, ALA.**



**STRICKLAND**

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.Rs.

**BIRMINGHAM, ALA.**



**WITTICHEN**

Transfer & Warehouse Co.  
Fireproof Warehouse  
Household Goods and Merchandise

Agents: Aero Mayflower Transit Company



**MOBILE, ALA.**



**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded  
Authorized Transfer Agents

A.T.&N., G.M.&N., L.&N., M.&O. &  
Southern Railroads, Pan Atlantic S/S Corp.

**MONTGOMERY, ALA.**



**Alabama Transfer & Warehouse Co.**

500 Block North Perry St.

BONDED — FIREPROOF —  
WAREHOUSE  
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. —  
A.C.W. — A.V.L.



**MONTGOMERY, ALA.**

**MOELLER TRANSFER & STORAGE CO.**

213-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service  
Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

**TUCSON, ARIZONA**

**Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

**FORT SMITH, ARK.**

**O K TRANSFER & STORAGE CO.**

201 Rogers Ave.

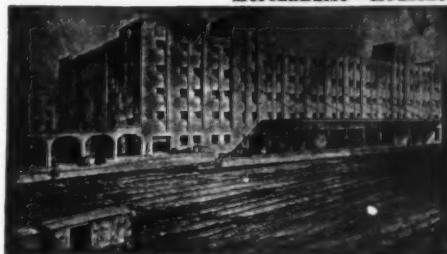
Storing—Shipping—Moving—Packing  
Complete Storage and Distribution Service  
Free Switching from All Railroads  
Low Insurance Rates

26 Years of Satisfactory Service



**LITTLE ROCK, ARK.**

Arkansas' Largest Warehouse  
Merchandise—Household Storage



Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Convenient  
for household  
Goods

**TERMINAL WAREHOUSE CO.**

LITTLE ROCK

ARKANSAS

Member American Warehousemen's Association  
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



**LONG BEACH, CAL.**

STORAGE-TRUCKING  
DISTRIBUTION  
FREIGHT-MACHINERY  
TRUCK CRANES  
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

**LOS ANGELES, CAL.**

AN "ASSOCIATED WAREHOUSE"

**DAVIES WAREHOUSE COMPANY**

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL  
the FIRST . . . Established 1893 . . . MORE THAN  
ORDINARY SERVICE . . . We invite inquiries relative to  
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . L.A.W.A.

**LOS ANGELES, CAL.**

Completely Equipped

Merchandise  
**LOS ANGELES WAREHOUSE CO.**  
316 Commercial Street  
Household Goods

**LOS ANGELES, CAL.**

1930 S. Vermont Avenue, Los Angeles

**LYON**

VAN STORAGE

SERVES CALIFORNIA

San Francisco  
Oakland  
Fresno  
San Jose  
Glendale  
Hollywood  
Los Angeles  
Pasadena  
Long Beach  
San Diego



member  
N.W.A.-C.W.A.

ATTENTION  
SHIPPERS

This is the thirtieth consecutive issue in which new warehouse advertisers have appeared in **DW**—Don't depend on the Annual Shippers Directory issue alone.

LOS ANGELES, CAL.



**METROPOLITAN WAREHOUSE CO.**

*Merchandise Warehousing and Distribution*

Reinforced Concrete Sprinklered Building  
Centrally Located in Metropolitan Area  
Fire Insurance Rate 11.7 Cents  
1340-1356 EAST SIXTH STREET  
**LOS ANGELES**

Offices for Rent

Telephone and  
Secretarial Service  
Sub Basement for  
Cool, Dry Storage

MEMBER

**ALLIED DISTRIBUTION, Inc.**  
1525 Newberry Ave. 11 West 42nd St.  
Chicago, Ill. New York City

LOS ANGELES, CAL.

**Overland Terminal Warehouse**

1807 E. Olympic Blvd.  
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage  
U. S. Customs Bonded Warehouse No. 11  
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY  
OR HANDLE WITH OUR ASSOCIATES

**CROOKS TERMINAL WAREHOUSES, INC.**

CHICAGO NEW YORK KANSAS CITY  
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

OR NEAREST GENERAL AGENCY  
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

*Specializing in*

**STORAGE & DISTRIBUTION  
of Food Products**

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION SECRETARIAL SERVICE  
FINANCIAL ASSISTANCE

An Efficient Organization to Administer Your  
Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

**Pacific Commercial Warehouse, Inc.**

923 East Third Street Los Angeles

Represented by National Warehousing Service,  
519 W. Roosevelt Road, Chicago, Ill.

LOS ANGELES, CAL.

1817-1835 INDUSTRIAL STREET

**Star Truck & Warehouse Co.**

COMPLETE FACILITIES EFFICIENT SERVICE  
Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet



56 Motor Trucks

New York

Chicago

San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

**UNION TERMINAL WAREHOUSE**

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West.  
Insurance Rate as low as 11.5 cents per \$100 per year.  
Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

**Make Westland Warehouses**

Your Distribution Headquarters  
in So. California

Member, A. W. A.  
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.  
Service

Westland  
Warehouses, Inc.  
4814 Loma Vista Ave.  
Los Angeles, Calif.  
Room 1305  
38 So. Dearborn St.  
Chicago, Ill.



SACRAMENTO, CAL.

W. E. HIBBITT, Owner



**LAWRENCE  
Warehouse & Distributing Co.  
STORAGE**

MERCHANDISE—HOUSEHOLD GOODS  
POOL CAR DISTRIBUTING—DRAYAGE

Your Detail Handled as You Want It  
11TH & R-STs. P.O. BX. 1194

SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

**WESTERN VAN & STORAGE CO.**

1808-22nd St. Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.  
Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

SAN FRANCISCO, CALIF.



**GIBRALTAR WAREHOUSES**

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

**OVERLAND FREIGHT TRANSFER CO.**

AND  
**TILDEN SALES BUILDING**

SAN FRANCISCO, CALIF.

**HASLETT WAREHOUSE COMPANY**

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland, Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.  
American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.

Member:  
American Warehousemen's Association  
Distribution Service, Inc.



General Merchandise  
United States Customs  
and  
Internal Revenue Bonded Storage.  
Draying and Pool Car Distribution.  
Office Accommodations  
and  
Telephone Service.

**SAN FRANCISCO WAREHOUSE COMPANY**  
625 Third Street Sutter 3461



### Firm Labor Foundation Being Laid at San Francisco

Still feeling the effects of the long warehouse shut-down in 1938, and hoping for spring activity to lift them out of their present quiet period, warehousemen are busy laying a firm foundation of labor stability that will prevent the recurrence of the disastrous dispute of last autumn. Under the experimental and revolutionary Master Contract whose acceptance by the Association of San Francisco Distributors and the Warehousemen's Union brought peace and the hope of its continuance to the waterfront, certain details of wages, hours and vacations were to be negotiated while normal work activities were in progress. The negotiation period expired and the points at issue have now gone to mediation. As this is written, 2 days of the 7-day mediation period remain, with Paul Smith in the role of mediator, but both sides expect this period to be extended. The expectation is, however, that the final stage of arbitration will be necessary before agreement is reached.

With wages for freight handlers now ranging between 62½ cents and 85 cents, the Union is attempting to arrive at a 70-cent minimum in this classification, with no reduction in the top scales. They are asking that the 70-cent minimum be attained in two jumps of 2½ cents each over a 6 mo. period. Another union objective is 2 weeks vacation with pay for all workers who have been employed for 1 year or more. This item specifically affects public warehouses where workers receive no paid vacations at present.

Both Union leaders and leaders in the Distributors Association say that while matters are proceeding slowly, there is no disharmony, that the Master Contract appears to be proving its value and that the expectations for peace for some time to come are strong.

Perhaps one of the most interesting evidences of accord between employer and employee groups can be found in the fact that both sides are working hard to lay the ghost of the "ghost town" myth. Angry over the bad name San Francisco was acquiring as a result of the disastrous waterfront labor wars of the past several years, employer groups have persistently and publicly accused organized labor of frightening shipping out of San Francisco, of scaring off capital, discouraging new investors from seeking San Francisco as a market, and generally causing the city to be boycotted both by industry and by the farmers. The cry, "Labor is turning San Francisco into a ghost town" became increasingly loud until, late in 1938, it was a shout heard all over the Continent, with the employer committee of 43 bringing out a detailed report on "The State of the City" which attempted to prove that San Francisco was rapidly losing ground as a port, as a business and as a financial centre. Los Angeles, long a (more or less friendly) rival of San Francisco, seized the opportunity to boost itself at the expense of the older city, taking San Francisco business leaders' own figures to show that Los Angeles was forging ahead as a port and Coast business centre, that correspondingly, San Francisco was losing ground, and that the main reason was, that San Francisco was a "closed shop town." Los Angeles notoriously open shop so far as the labor market was concerned.

Employer groups' chief reason for the "ghost town" propaganda was to win middle class support for their stand against what they called the dictatorial attitude of labor. However, when Eastern papers like the Chicago Tribune, Detroit newspapers, the Saturday Evening Post, and others, started to publish the horror stories of San Francisco's decline and to editorially hold up the city as a painful example, business leaders realized that this kind of publicity was not doing them any good,—that, in short, they had been pulling their own hair. Labor groups had been claiming all along that San Francisco had never been more prosperous,

### DENVER, COLO.



**BUEHLER TRANSFER Co.**  
SPECIALISTS IN STORAGE,  
DISTRIBUTION AND TRANSFER OF  
HOUSEHOLD GOODS  
1200 MADISON STREET

### DENVER, COL.

## North Denver Transfer and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage  
Forwarding Distributing



Centrally Located

Free Switching

Office 2016 Blake Street, DENVER, COLORADO

### DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

**The WEICKER TRANSFER & STORAGE CO.**

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

### PUEBLO, COLO.



**BURCH WAREHOUSE AND TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

### BRIDGEPORT, CONN.



**The Bridgeport Storage Warehouse Co.**

General Offices 10 Whiting St.

**FIREPROOF STORAGE WAREHOUSE**

General Merchandise Storage and Distribution

Total Storage Area 60,000 Sq. Ft.

Household Goods, Moving, Packing and Shipping

N. Y. N. H. and H. R. R. Siding



**ATTENTION SHIPPERS**

Warehouse receipts can be used for financing. This is considered excellent collateral by banks and these assets are separately considered.

**BRIDGEPORT, CONN.  
HARTFORD, CONN.**E. G. MOONEY, Pres.  
J. G. HYLAND, V-Pres.**HARTFORD DESPATCH  
Hand WAREHOUSE CO., Inc.**STORAGE AND DISTRIBUTION DAILY THROUGHOUT  
CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING.  
COMPLETE FACILITIES FOR MOVING, PACKING AND  
SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AND  
TERMINALS AT SPRINGFIELD, MASS., AND BOSTON, MASS.

ALLIED VAN LINES' AGENTS

Member of: A.W.A.—A.C.W.—N.F.W.A.—C.W.A.

**HARTFORD, CONN.**

Established 1902

**SILLENCE**  
Warehouse Co., Inc.  
HOUSEHOLD GOODS EXCLUSIVELY  
Fireproof Warehouses

MEMBER  
WAREHOUSEMEN'S ASSOCIATION

N.W.A. E.W.A. C.M.T.A. C.O.C.

**NEW HAVEN, CONN.**

M. E. Kiely, Mgr.

**DAVIS STORAGE COMPANY**  
335 East St., New Haven, Conn.  
Modern Fireproof Merchandise and  
Household Goods Warehouse  
Private seven-car siding, adjacent to Steamship and R. R.  
Terminals. Pool and stop over cars distributed.  
Merchandise—New Furniture—Household Goods—Storage—  
Packing—Crating—Shipping.  
Motor Truck Service to all towns in Connecticut.  
Low Insurance Rate. Prompt, Efficient Service.

WAREHOUSEMEN'S ASSOCIATION

**NEW HAVEN, CONN.****STORAGE and DISTRIBUTION**

Established 1880

Merchandise, automobiles, fur-  
niture—23 buildings—ADT su-  
pervised watchman service—  
Low insurance rates—15 car  
siding—Central location—Daily  
truck delivery service covering  
Connecticut and southern Mas-  
sachusetts—Bonded  
with U.S. Customs.**THE SMEDLEY CO.**165 Brewery St., New Haven, Conn.  
Members: A.W.A., N.F.W.A., C.W.A., M.T.A. of  
C. New Haven Chamber of Commerce,  
Hauling member Allied Van Lines, Inc.**WASHINGTON, D. C.**

Telephone ADams 5600

**FEDERAL STORAGE  
COMPANY**  
1701 FLORIDA AVENUE  
E. K. MORRIS, President (See Page Advertisement Directory Issue)  
Member—N.F.W.A., AVL, W.W.A., CS&TA, DCTA

**WASHINGTON, D. C.**

Maurice Kressin, Mgr.

**Manhattan Storage & Transfer Co.**  
639 New York Ave., N.W., Washington, D. C.  
Household Goods storage, packing, shipping. Pool Car Dis-  
tribution Merchandise.  
Lift vans local delivery.  
Member Ind. Movers & Warehousemen's Assoc.

that shipping was increasing, that financially and in  
living standards this city was a white spot.**Bekins Xmas Bonus &  
Profit Sharing Plan**More than three hundred employes of the Bekins  
Van & Storage Co. and the Bekins Van Lines Inc. in  
California became richer by \$14,000 recently, Milo W.  
Bekins, president of the company, announced.The distribution was through a profit-sharing plan,  
and the amount received by each employe is determined  
on the basis of salary and length of service with the  
company.Bekins employes in San Francisco, Santa Barbara,  
Fresno, Sacramento, Berkeley, San Diego, Long Beach,  
Pasadena, Glendale, Hollywood, Beverly Hills, and Los  
Angeles participated in the distribution.**Cal. Van & Storage Group  
Condemns Incompetents**The entire January meeting of the California Van  
and Storage Assn., held in Oakland, was devoted to  
discussion and reports on the proposal of the California  
Railroad Commission to lower rates. Jack Barker, of  
the San Francisco Movers' Assn., who attended the  
Commission hearings in Los Angeles, Jan. 11-12 on  
movers' tariffs, gave a complete report, as well as a  
summary of the facts, findings and figures presented  
by the industry to show that any lowering of rates  
would be unwarranted. A joint Committee of the San  
Francisco Movers' Assn., the Alameda County Dray-  
men's Assn., United Independent Van and Storage  
Assn., and California Storage Assn., headed by Mr.  
Barker, prepared a cost study covering the greater  
part of California, both long distance and local hauling.  
This exhibit was presented at the Railroad Commission  
hearings.Mr. Barker claimed that in presenting its tariff pro-  
posals, the Commission is not following average costs,  
nor the costs of any individual operators, but is "using  
its own judgment to determine reasonable minimum  
charges." For the first time, Mr. Barker pointed out,  
the Commission is raising the question of efficiency,  
claiming that equipment is in use only 50 per cent of  
the time.One of the big problems of the industry, according  
to Mr. Barker, and also David C. Bole of Lyon Van &  
Storage Co., is that great numbers of individual owners  
enter the moving business each month, and an equal  
number go out of business. The estimate of 500 truck-  
men failing each month in California, to be replaced  
by 500 new ones who will likewise drop out of the  
picture in a short time, is considered to be no exaggera-  
tion. "We as carriers want protection of some sort  
from these small carriers," said Mr. Barker. "We  
think they should be required to show their ability to  
perform before they can enter into competition with  
existing carriers, and also that there is a need for their  
services. If the matter of efficiency is to be brought  
up, surely here is where it should be considered."**Regional Labor Plan by  
Connecticut Operators**The Connecticut industry has initiated steps to de-  
velop a regional labor contract for the benefit of motor  
truck operators, helpers and platform men. Progress  
was made in this direction at a meeting of operators  
early in January. The regional area planned will in-  
clude all of Connecticut and would be effective also in  
Springfield, Taunton, Worcester, Fall River and Brock-  
ton, Mass., and Providence, R. I.Myles W. Illingworth, manager of the Motor Truck  
Assn. of Conn., Inc., has examined the plan, and a  
(Concluded on page 47)

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

# Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

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FIREPROOF WAREHOUSE

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8 Car Siding Florida East Coast R.R.

MERCHANDISE STORAGE AND DISTRIBUTION

60,000 sq. feet floor space

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For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, cotton, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

WASHINGTON, D. C.

Fireproof Storage Warehouses



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STORAGE CO., INC.

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H. P. FERRISS, Pres. H. W. FERRISS, Mgr.



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POOL CARS DISTRIBUTED. PRIVATE SIDING  
HOUSEHOLD GOODS STORAGE  
LOW INSURANCE RATES

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City Delivery Service

Direct Switching Connections into Warehouse  
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"Your Tampa Branch House"

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W. E. EDGAR, Supt.

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Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

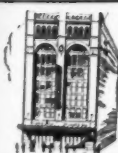
CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901



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STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 83)  
Member of N.F.W.A.—W.W.A.

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# TAMPA UNION TERMINAL, INC.

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Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and A.C.L. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

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FLORIDA'S LARGEST WAREHOUSE

# UNION TERMINAL WAREHOUSE COMPANY

East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 53 Cars  
Reinforced Concrete—Sprinkler System—A.D.T. Service  
Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.O.-W.—J.W.A.

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WILLIAM J. EVE, Manager

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BONDED

CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION

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Specializing in Merchandise and Household Goods. Private Siding. Consign Shipments via FEC-SAL and Merchants and Miners Transportation Co.—Distribution of Pool Cars—Transfers Household Goods.

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"Service" is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum  
FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.  
LOW INSURANCE RATE.

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Merchandise Warehousing

Pool Car Distribution

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POOL CAR DISTRIBUTION  
MODERN FIRE PROOF BUILDINGS  
C. OF GA. RY. SIDING

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Consigned stocks handled for Manufacturers

Remittance made day received

Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

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H. W. Gullatt, Pres.

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General Storage—Pool Car Distribution

Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any R.R.—Private Siding A.B.&C. Ry.  
Represented by American Chain of Warehouses

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Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

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Private Railroad Sidings—Concrete Warehouses

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**Commercial Warehousing at its Best**

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Savannah's only bonded warehouse

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Custom House Brokers—Custom Bonded  
Regular steamship service from principal  
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

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Members—A.W.A.—A.C.W.—S.W.A.



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WHEN SHIPPING GOODS TO

**HONOLULU**

Consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

**CITY TRANSFER COMPANY**

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AND  
STORE  
YOUR

**MERCHANDISE - HOUSEHOLD EFFECTS, Etc.**

Large new reinforced concrete warehouses—Sprinklered  
Low Insurance — Collections — Distribution Service

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Selling Services Arranged

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Merchandise Warehousing &amp; Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors

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On U.P.R.R.

**Secret Process Makes Paper of Weeds and Straw**

A secret process is being used in an undisclosed East Liberty, Pittsburgh, plant where a Pittsburgh scientist is turning waste straw and weeds into pulp to be used in the manufacture of newsprint. Because of the limited capacity of the plant, at least a month will be needed before enough pulp can be produced and turned into newsprint at an estimated cost of \$35 to \$37 per ton, according to Dr. F. W. Hochstetter. He claims his methods will revolutionize the newsprint industry if it can be developed on a large scale of production.

Within a month, Dr. Hochstetter hopes to take the pulp to a paper mill for final processing. It will be the acid test of the process, developed after 15 yrs. of research in his Pittsburgh laboratory.

The pulp is being made from waste wheat straw and uncultivated weeds from Pennsylvania farms. He refused to reveal any details of his method which he believes will open a huge market for waste products and conserve forests, the present source of newsprint ingredients.

Exhaustive tests of the paper developed by Dr. Hochstetter will be made on modern, high-speed newspaper presses in Pittsburgh.

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WAREHOUSE**  
Most Centrally Located  
3 Blocks from New Union Station  
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HARRISON STS.**  
Tunnel and Trap Car  
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## SOUTH SIDE WAREHOUSES

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Capacity 1200 Carloads  
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

### Regional Labor Plan by Connecticut Operators

(Concluded from page 44)

committee of 14 men was appointed to meet with truck drivers' local representatives from several sections. Initial negotiations have since been started. What regional contract can be adopted that will be equally effective is as yet uncertain. Old contracts are still to expire and must be given due consideration. Many Connecticut workers have been operating without a contract since late summer.

Mr. Illingworth points out that a new regional contract that will clarify doubtful points will create a better uniformity of working conditions relative to both hours and wages. This is the objective. The whole industry wants better working conditions than exist today. Naturally, the industry looks forward to a plan that will eliminate spotty strikes that have appeared on front pages during the past 2 or 3 yrs. Such strikes are always costly to both employers and employees.

Union representatives wish to embody in the contract a 44-hr. week with a basic pay of \$31.68 for drivers of trucks less than 5 tons, and \$36.08 for drivers of trucks of more than 5 tons.

The operating companies' negotiating committee includes: M. L. Adley, New Haven, and Joseph Kramer, Bridgeport for the New Haven-Bridgeport area; Joseph Lombard and Homer Johnson, Waterbury, for that district; Everett J. Arbour, Hartford, and Moses A. Savin, New London, for the Hartford-New London territory; Karl Kass and Fred Harper for Springfield; George Cooper and John Curran for Worcester; P. F. Arnold and William Watt, Providence, R. I., area; and Charles McCarthy and Walter Black for Taunton and Brockton.

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You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

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CHICAGO'S LOOP WAREHOUSE  
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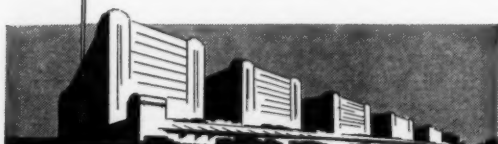
Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

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Our huge connected modern warehouse units are located centrally . . . on private well paved streets . . . with ample parking and loading spaces . . . including second floor level roadway and truck elevators . . . Chicago Junction Railway union freight station under the same roof provides fast shipment service without transfer or cartage expense . . . swift freight elevators, plenty of them . . . natural light on all sides . . . clean modern quarters for offices or light manufacturing . . . heat and power as required . . . Because they are designed "for Distinguished Service," come to see our units first, whatever happen to be your space needs.



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**Serving Chicago & Suburbs For  
Over 35 Years.**

**Consign Your Shipments To  
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SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low insurance. C&NW Railway Siding. Capacity 150 cars. 2500 ft. Dockage. Stevedoring. Direct TUNNEL connections with all railroads, eliminating cartage.

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### This Warehouse Tenant's Complaint Is Costing Him \$175 Per Month

There is an interesting report concerning a western warehouse which was selling steam to one of its tenants at a flat rate of \$75 per month. The tenant thought that he was being overcharged so a steam flow meter was installed to measure the amount of steam actually used. The tenant agreed that he was to be billed accordingly. To his regret the tenant is now paying around \$250 per month instead of \$75. The meter cost \$325 and is saving the warehouse company \$175 per month, or \$2,100 per year.

That, of course, was "good engineering" on the part of the warehouse and it was good business. It is often learned after installing steam flow meters that more steam is being used than was suspected. Faults are thereby corrected and the meter pays for itself almost instantly. Without meters the existence of large and costly leaks cannot be easily detected.

Paradoxical as it may sound, many times it has been found profitable to install a steam flow meter only to learn that it doesn't pay to produce one's own steam in his own boilers. Thus if a warehouse consumes but a small amount of steam and it is found that steam can be purchased at a low rate, a meter will tell how much steam will be needed to produce the same amount of heat now generated by the boilers. The meter will give the facts. If the meter shows positively that purchased steam will cost less, the use of boilers should be abandoned. Although by so doing the steam flow meter eliminates its own use, it is nevertheless good business and good engineering to do so.

Roughly, every 6 lbs. of steam wasted is equivalent to 1 lb. of coal wasted, plus the cost of production of the steam. Save the steam and coal, labor, and equipment are saved. Even where fuel is cheap it is poor business to install more boilers and use more firemen than necessary. It invariably pays to know where every pound of steam goes and how economically it is used.

Forced draft, chain grate stokers, underfeed stokers, oil burners, powdered fuel, higher pressures, superheat, combustion arches, CO<sub>2</sub> and CO meters, air preheaters, economizers—all of these improvements have contributed admirably to the cheaper production of steam. But, if no check is kept on the consumption of the steam after it leaves the boilers, if the steam is wastefully used, of what value are the improvements? If all of the steam is wasted it is evident that the improvements are of no value whatever. If no steam is wasted the full advantages of the improvements are realized, and only then. It can therefore truly be said that the advantage of high boiler efficiency is directly proportional to the economy of steam used.

Surely, with all the effort and engineering ability that are being and have been expended on boiler plants to generate more steam per pound of coal, serious attention should be given to the performance of the steam. Flow meters are the best means of collecting data for this purpose.

### Truck Association to Affiliate With Freight Group

A resolution approving affiliation with the Central Motor Freight Assn., with headquarters in Chicago, was approved last month at a meeting of the Peoria-Pekin District Motor Freight Assn.

Present from Chicago headquarters were Barney Cushman, president, and B. C. Jacobs, secretary of the legislative committee. E. L. Henninger, president of the local association, was in charge.

First objective of the association, speakers stated, is opposition to the proposed truck fee increases, said to be considered, from \$53.61 to a maximum of \$1,361. The present maximum, they said, is \$250.



CHICAGO, ILL.

Member A. W. A.

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**GRISWOLD-WALKER-BATEMAN  
COMPANY**

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A COMPLETE WAREHOUSE ORGANIZATION  
FULLY EQUIPPED TO HANDLE MERCHANDISE  
RAPIDLY AND ECONOMICALLY

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OFFERS LARGE AND SMALL SHIPPERS  
THREE MODERN CHICAGO  
MERCHANDISE WAREHOUSES

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

• LET US QUOTE ON YOUR STORAGE  
AND RENTAL REQUIREMENTS

**MIDLAND WAREHOUSES, INC.**

1500 South Western Avenue, Chicago, Ill.



CHICAGO, ILL.

"In the Heart of Downtown Chicago"

**SENG WATERWAY WAREHOUSE CO.**

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage. One block from the main Post Office Building.

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**Soo Terminal Warehouses**

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without  
Offices. Trackage—Free Switching—Fireproof

"THE  
ECONOMICAL  
WAY"

Represented by  
National Warehousing Service



CHICAGO, ILL.

For Distribution in CHICAGO Use

**SYKES SERVICE**

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

**SYKES TERMINAL WAREHOUSE**

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Merchandise Storage and Distributors

**WAKEM & McLAUGHLIN, Inc.**

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

**ADVANCES MADE**

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

**A Half Million Feet of Modern  
Warehouse Space**

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

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Telephones 501 and 502

**Joliet Warehouse and Transfer Company**  
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MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West

Located on five Trunk Lines and Outer Belt  
which connects with every road entering ChicagoNo switching charges.  
Chicago freight rates apply.

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OF SATISFACTION.
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Peoria is the logical Center of Distribution for Illinois.  
We will be pleased to explain our service and facilities.

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- Fireproof Building; Sprinklered
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- Private Siding
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 160,000 POPULATION — RATE BREAKING POINT  
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 FEDERAL BARGE LINE TERMINAL

C. B. &amp; Q. SIDING—FREE SWITCHING

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 EVANSVILLE, INDIANA

 "Where Waterway . . . Railway . . . Highway Meet"  
 With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

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 "Fireproof" Buildings  
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Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding

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**GREAT LAKES WAREHOUSE CORPORATION**

General Merchandise—Storage and Distribution

Established 1922

E. C. Faure

Plummer Ave. &amp; State Line St.

Vice-Pres. &amp; Mgr.

(Tel.—Ham'd 2730-31)

FACILITIES—150,000 sq. ft. Fireproof, concrete-steel-brick const. Siding on

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SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago

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**Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas St.

## INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN  
STORAGE and WAREHOUSE CO.**

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

## INDIANAPOLIS, IND.

"INDIANAPOLIS' FINEST"


**HOGAN**

Transfer &amp; Storage Corp., 861 Massachusetts Ave.

● FIREPROOF WAREHOUSE ● PRIVATE RAIL SIDING

## INDIANAPOLIS, IND.

**INDIANA TERMINAL & REFRIGERATING CO.**

230-240 So. Penna. St.

Phone Market 4361

Fireproof Warehouse

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

 ATTENTION  
 SHIPPERS

 Do any of your products  
 require constant tempera-  
 tures or humidity control? Con-  
 sult our nearest cold storage ware-  
 house advertiser or a merchandise ad-  
 vertiser that has air conditioning facilities.

## Chicago Terminals' Diversified Service

(Continued from page 7)

connections to all railroads entering Chicago, thus eliminating street surface cartage and minimizing labor in connection with less-than-carload movements. There are 35 elevators, including freight and passenger lifts, some of which are connected directly with truck loading platforms in private driveways, while others go to the 78-car unloading doors, and still others to the tunnel loading levels.

The building is 1,600 ft. long and because of this and numerous loading platforms and doors, trucks, both local and long distance, are able to pick up from tenants direct without delay. Recently a large space has been set aside for a universal truck terminal, where all of town truck shipments can be picked up at the same time and turned over to the numerous long distance truck lines.

There are about 60 tenants occupying from 2,500 to 10,000 sq. ft., all happily engaged in carrying on their businesses. The building is occupied about 90 per cent. Three separate automobile parking spaces are provided free for employees and customers. Two restaurants serve the occupants of the building. Two surface lines have their terminals here, providing transportation to all parts of the city.

Separate buildings are used for the storage and distribution of the commodities of more than 200 nationally known manufacturers and distributors. These are stored on a package basis, entirely separate from the operation of the main buildings, which are on a rental basis. A traffic department functions for the use of all tenants, and service of any kind can be taken care of by the different divisions of the Operating Department.

Now that Chicago has become what might be called an ocean port where exporting and importing has been increased substantially, bonded rooms are provided at North Pier Terminal for the merchandise that is not cleared on arrival and which is to remain in bonded storage until duty is paid. Special space is also set aside for Internal Revenue Storage whiskey in customs bonded rooms. A permanent government storekeeper is on the premises to minimize delays in clearance for shipment for transfer to regular storage.

The North Pier Terminal takes great pride in the fact that it played an important part in the early promotional work in connection with the overseas-lake lines, and the benefit this has been to a vast number of shippers. Four different docks can handle as many boats at the same time, and there is a total dockage of 2,500 ft. available. Stevedoring gangs are under the complete jurisdiction of the Terminal and one controlled responsibility assumes charge from the moment the ship docks until the merchandise leaves. Specially constructed vessels as to size and dimensions, so as to allow movement under the Erie Canal bridges, carry cargo lots of sugar, drugs, chocolate, and other items originating along the seaboard. With New York City as their principal port of call (though they go to Philadelphia and Boston as well) these vessels use the Hudson River, Erie Canal to Oswego, and then through the Great Lakes direct to Chicago, without trans-shipment. It takes about 7 days to make the trip.

At East Chicago, in the heart of the vast Calumet industrial district, within the Chicago switching limits, on the Indiana Harbor Ship Canal, is the East Chicago Dock Terminal. Here have been installed facilities for handling bulk shipments that must be transported in large vessels and handled quickly with shore gear from boat to car. Vessels loaded with steel discharge their cargoes into cars, and the Terminal distributes them

## INDIANAPOLIS, IND.

## Indianapolis Warehouse and Storage Co.

330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.

Member of Ind. W. A. - Associated Warehouse, Inc.

## INDIANAPOLIS, IND.

## Strohm Warehouse &amp; Cartage Company

230 W. McCarty St. Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC &amp; St. L. R.R.

Modern Truck Equipment.

## INDIANAPOLIS, IND.

# TRIPP WAREHOUSE COMPANY

1001 E. New York Street

Complete facilities for the storage and distribution of  
**MERCHANDISE**



PRIVATE SIDING—BIG FOUR—CONNECTING  
WITH ALL RAILROADS—NO SWITCHING  
EXPENSE. TRUCK SERVICE.

Member A. W. A.—Ind. W. A.

Write for complete description of services  
to meet your individual requirements.

## JEFFERSONVILLE, IND.

## FALLS CITIES TRANSFER CO., Inc.

Serving the Falls Cities

Louisville, Ky., New Albany, Ind., Jeffersonville, Ind.  
Pick-up agents for all rail, water and truck lines.  
Merchandise Storage and Distribution. Penn. RR Siding

## SOUTH BEND, IND.

## GRAND TRUNK TERMINAL WAREHOUSE

406 S. Columbia Street • South Bend, Ind.

MERCHANDISE STORAGE and DISTRIBUTION  
BRANCH HOUSE SERVICES  
OFFICE and SPACE RENTALS

Private Siding on Grand Trunk Western Railroad  
Member of A.R.W. Division of A.W.A.



## TERRE HAUTE, IND.

## DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.  
Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We  
do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

## TERRE HAUTE, IND.

Registered Under Indiana Laws

## Terre Haute Warehouse &amp; Storage Co.

Wabash Ave. & Water St., Terre Haute, Ind.  
Storage, Distribution and Forwarding; Household Goods  
Crated, Packed and Hauled; Pool Car Distribution;  
Private R. R. Switch. Phone C 2782.

CHAS. MEWHINNEY, Mgr.

For the convenience of shippers, this section is arranged geographically



## CEDAR RAPIDS, IOWA

**Calder's Van & Storage Co., Inc.**

412 Ave. A, N.E. Cedar Rapids, Iowa

Merchandise and Household Goods Storage

Pool Car Distribution

Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

## CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE**FIREPROOF WAREHOUSE  
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND H. B. GDS.**MOTOR FREIGHT TERMINAL**

For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION

FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS

Special Warehouse for Farm Machinery and Heavy Equipment

## DAVENPORT, IOWA

**EWERT & RICHTER EXPRESS & STORAGE COMPANY**

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage. Phone Dial 3-3653.

Branch office and Warehouse service—Mississippi Valley reaching 20

Million Consumers.

Post- and Stop-over Distribution.

Truck Terminal &amp; Motor Truck Services.

Members: AWA NFWA IAWA.

Associated Warehouse, Inc.

Agents, ALLIED VAN LINES.



## DAVENPORT, IOWA

**ROEDERER**

TRANSFER AND STORAGE CO., 1460-1466 W. 4th STREET

DAVENPORT, IOWA

Modern facilities for efficient warehousing and distribution of merchandise and household goods. Private siding. C.R.I. &amp; P.R.R. Merchandise deliveries twice daily to Rock Island—Moline—East Moline and Silvis, Ill.



## DES MOINES, IOWA

**BLUE LINE STORAGE CO.**

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines

Members: A.W.A.—N.F.W.A.—I.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house**MERCHANTS**  
TRANSFER & STORAGE CO.9th  
&  
Mulberry**TRY OUR SUPERIOR SERVICE**40 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

## MASON CITY, IOWA

**MASON CITY WAREHOUSE CORP.**

MASON CITY, IOWA

Rendering a perpetual service for your traffic needs.  
Complete facilities for modern storage and every type of local or over-  
land freight transportation. Overnight delivery by 25 motor freight  
lines covering 100 miles. Private railroad sidings and expert han-  
dling. Pool car Distribution.  
Ask our Service Bureau for routings, rates and shipping advice FREE.  
Member of A.W.A.—May.W.A.

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

to all portions of the Midwest and the South. Other commodities handled are potash from Germany; palm oil from the Niger River in Africa in bulk tankers; peanut oils processed in Europe coming in tank vessels; manganese ores from Scandinavia and North Africa have been handled and deposited in Custom Bond space and later reshipped to industries for use in making steel. Refinery districts in the East Chicago territory have, through the help of the dock, found large eastern markets for their petroleum cokes and the pioneer cargoes of this type moved up the St. Lawrence into chemical plants as far north as Port Alford. Other commodities, too numerous to mention, have moved across the dock, sooner or later to find their final destinations.

The equipment at this dock consists of large gantry cranes, capable of lifting up to 35 tons. These cranes have 70-ft. booms and, straddling two tracks, can handle almost any type of cargo from the largest lake vessels. Magnets up to 65 in. in diameter are used to take care of various types of iron, and clam-shell buckets up to 2½ yds., steel buckets, etc., handle various other types of material. Hooks and handling gear are as sturdy as any used on the lakes, and pieces of machinery running as high as 16 ft. in length and 10 ft. square, weighing up to 35 tons, have been handled without damage into the hold of vessels.

The dock has about 2,000 ft. of concreted space for handling operations, and about 17 acres of storage space. There are tracks leading into all corners, giving the appearance on a busy day of a switching yard. On the dock the equipment consists of conveyors, electric loaders and other modern machinery.

When the Federal Barge lines decided to make Chicago a regular port of call, arrangements were made with the North Pier Terminal for the construction of a new, modern barge terminal, which resulted in the North Pier River Barge Terminal, privately owned and privately operated without 1 penny of subsidy from any city, local or state authority. This is located at the junction of the drainage canal and the Chicago River, and was designed with the idea of efficiency uppermost in thought. It has four dockside tracks and a dock house fitted up with ramps so that material can be discharged from ordinary river barges directly to covered storage or into cars or trucks. For handling bulk as well as package cargoes caterpillar cranes are used, of which there are three, with electric tractors and trailers to augment the heavier equipment. Besides the Federal Barge lines, there are other barge lines carrying almost every conceivable type of commodity, except grain, up and down the waterway.

Commodities handled across the dock include sulphur, which is produced in large quantities in Texas and Louisiana, and which finds itself finally distributed to chemical companies and refineries; lumber, originating in the Northwest, is brought through the Panama Canal to New Orleans and is shipped in solid barge lots to Chicago; steel and steel products move down stream to gulf ports and via intercoastal canal as far west as Houston; sugar, peanuts, coffee (from Brazil), canned goods (from Hawaii and California), and many miscellaneous items are carried both ways on the mighty Mississippi in these barges.

The story of the North Pier Terminal is one of steady progress and growth ever since its organization which took place in 1919 under the direction of W. W. Huggett, now its president. This was the first of the three distinct steps of development of the organization. The second was the East Chicago Dock Terminal, which was constructed in 1927; the third was the River Barge Terminal at 29th Street and Western Ave., built in 1933.

From this sketch it must not be supposed that only waterway transport cargoes are handled at these terminal properties. Each is served not only by the various truck lines, but also by connecting rail lines—the

(Concluded on page 55)

WICHITA, KANSAS

Aero Mayflower—A. W. A.

**CODY**

**Transfer & Storage Co.**

Fireproof Warehouse—Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

**INTER-STATE  
TRANSFER AND STORAGE COMPANY**  
**FIREPROOF WAREHOUSE**

18th & MINNESOTA  
Packing, Moving, Storing and Shipping. Private Siding  
Agent for Allied Van Lines, Inc.  
L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

**TOPEKA TRANSFER and STORAGE Co., Inc.**

A.W.A. Established 1880 N.F.W.A.  
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CR1 & P. U.P. and M.P.  
Member of American Chain of Warehouses

WICHITA, KANSAS

**A Modern Distribution and  
Warehousing Service**  
**Brokers Office & Warehouse Co.**

Murray E. Caykendall, Gen. Mgr.  
Member of American Chain of Warehouses

WICHITA, KANSAS



**Cassell**  
**TRANSFER & STORAGE CO.**

WICHITA, KANSAS  
Fireproof Storage and Sprinkler System

WICHITA, KANSAS



LOUISVILLE, KY.

**Most Centrally Located Warehouse and  
Motor Truck Terminal in Louisville**



Our  
Service  
Is Our  
Sales  
Force

With a trained personnel and modern facilities  
for rendering efficient distribution service.  
ASK YOUR CUSTOMERS HERE.  
CHESTER BELL, Gen. Mgr.

**KENTUCKY TERMINAL WAREHOUSE COMPANY**  
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

**Louisville Public Warehouse Company**  
25 WAREHOUSES 944,000 SQUARE FEET

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mds. — H. H. Goods

LOUISVILLE, KY.

**LAMPPIN  
WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square  
feet, Mill Construction, Sprinklered,  
private siding P.R.R. Distribution  
of pool cars.

LOUISVILLE, KY.

**Ninth Street Public Warehouse**

Warehousing in all its branches  
Sprinklered Buildings—Most Centrally Located with Rail and  
Truck Sidings. I. C. Railroad.  
MAIN AT NINTH

ALEXANDRIA, LA.

**ALEXANDRIA IN THE HEART OF LOUISIANA**  
Bonded Brick & Concrete Warehouse. Stor-  
ing, Packing. Pool Car Distribution. Agents  
Aero Mayflower Transi Co. Private Sidings  
L.S.A.S., P.R.R. Ry.

**Carnahan's Transfer & Storage**  
Member of A.W.A.-May W.A.-S.W.A.



ALEXANDRIA, LA.

B. F. HENRY, Pres. HARRIET POWERS, Secy.-Treas.

**Rapid Transfer and Storage Co., Inc.**  
1056-1058 WASHINGTON STREET  
Merchandise and Household Goods Storage  
Pool Car Distribution  
Ship via R.I. Ry.—So.P.—L.&Ark. Ry.—Mo.P.  
and T.&P.  
Agents for Allied Van Lines, Inc.  
Member NFWA-SWA

BATON ROUGE, LA.

L. C. STEPHENSON, Mgr.

**GLOBE STORAGE COMPANY, INC.**  
520 FRONT ST. BATON ROUGE, LA.

General Storage  
Merchandise Distribution  
Pool Car Handling  
Forwarding

PROMPT SERVICE  
Modern Bonded Warehouse  
Sprinkler Protected  
Railroad Siding on  
Illinois Central and Missouri Pacific

NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

**Commercial Terminal  
Warehouse Company**  
INCORPORATED

**Modern Merchandise Warehouses**

A dependable agency for the  
distribution of merchandise  
and manufactured products.

Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street  
NEW ORLEANS LOUISIANA

## NEW ORLEANS, LA.

Douglas Shipside Storage Corporation  
Douglas Public Service Corporation

## New Orleans, La.

Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—100 cars.  
Nine warehouses con-  
venient to your trade.  
Loans made against  
negotiable receipts.  
Trucking Department  
operating 105 trucks.  
Insurance Rates 12c  
to 46c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

## PORTLAND, MAINE

## Atlantic Storage &amp; Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General  
Merchandise except  
goods detrimental to foodstuffs  
Modern, fireproof construction  
Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads  
Storage in transit privilege on flour, canned  
goods, potatoes, paper and paper bags  
Warehouse space for rent, office or desk room



## NEW ORLEANS, LA.

## Independent Warehouse Co., Inc.

2800 CHARTRES STREET

Specializing in MDSE Distribution

— Operating Under Federal License —

All concrete Warehouses, sprinklered, low insurance rates, Low handling costs.  
Located on Mississippi River—shipside connection. Electrical loading and piling  
devices. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

## NEW ORLEANS, LA.

## Standard Warehouse Co., Inc.

100 Poydras St., New Orleans, La.



Represented by  
ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHN. 4-0948 1523 NEWBERRY AVE. WOLSON

Complete Warehousing Service

## BALTIMORE, MD.

For Details See Directory Lane  
Distribution and Warehousing

## BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Thomas H. Vickery,  
Pres.E. E. Bachman,  
Sec'y and Mgr.

## BALTIMORE STORAGE CO., INC.

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR  
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

## SHREVEPORT, LA.

"In the Heart of the Wholesale District."

## CENTRAL STORAGE &amp; TRANSFER CO.

700-712 COMMERCE ST.

SHREVEPORT, LA.

Merchandise and Household Goods

Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office  
and showroom facilities. Agents of Forwarding, Carloading and Steam-  
ship companies. We can help you.

## SHREVEPORT, LA.

## Terminal Warehouse &amp; Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,  
40,000 square feet. Distribution of Pool Cars. Transfers House-  
hold Goods.

Member of A.W.A.—May. W.A.—S.W.A.

## BANGOR, MAINE

## McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Conne-  
ction—Private siding

Member  
American Chain of Ware-  
houses  
American Warehousemen's  
Association  
National Furniture Ware-  
housemen's Association



## BALTIMORE, MD.

## CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

## BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

U. S. Customs  
Bonded DraymenDAVIDSON  
TRANSFER & STORAGE CO.

Household Goods and Merchandise—Storage—Deliv-  
ery—Uncrating—Special Flat Bed Trucks for Lift Cases.

Agents: Allied Van Lines . . . Member N. F. W. A.

## BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

## FIDELITY STORAGE CO.

2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served

All Collections Promptly Remitted

## MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.M.T.A.

Agent for Allied Van Lines, Inc.

## BALTIMORE, MD.

## McCORMICK WAREHOUSE COMPANY

LIGHT AND BARRE STREETS, BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Pri-  
vate siding handling CL shipments via B&O, WM R.R.  
and PENN R.R. Low storage and insurance rates. Ne-  
gotiable receipts issued. Pool car distribution. Motor  
truck service.



## Chicago Terminals' Diversified Service

(Concluded from page 52)

Chicago & North Western, with free reciprocal switching to and from all other railroads, and the Chicago Tunnel Company, at the North Pier Terminal; the East Chicago Dock Terminal is served by the Pennsylvania, B. & O., C. T., E., J. & E., and the Indiana Harbor Belt; the River Barge Terminal is served by the Illinois Northern, making connections with other rail lines.

Mass. Furniture Warehousemen's Assn.  
Monthly Meeting Jan. 10.

The regular monthly meeting of the Massachusetts Furniture Warehousemen's Assn. was held Jan. 10, at the Engineers Club, Boston.

President Buckley and George Martin, both members of the Tariff Making Committee of the Massachusetts Furniture Movers Assn., described in detail the new tariff as filed with the Public Utilities Commission by approximately 130 furniture movers in the state. Judging from the attitude of the directors of the P.U.C. of Mass., it is going to give the furniture movers every support within its power in the enforcement of this tariff.

William W. Coe, regional director of Allied Van Lines, sketched briefly its present and future plans, and gave a very interesting picture of the service which this organization is rendering to the public.

## Bagasse to London

Twenty thousand bales of bagasse are being shipped to England monthly for the manufacture of celotex for the European trade by the Celotex Corporation's \$1,250,000 London plant, it had been revealed by George C. Lucas, field manager for the company.

The shipments have opened a new export market for this Louisiana product. Bagasse is the fibery part of the Louisiana sugar cane that is left after the juice has been extracted.

Five shipments a month go to London. The bagasse is compressed with a pressure of 5,000 tons to the square inch. The compress weighs 100 tons, took 2 yrs. to develop and has the capacity of a bale a minute.

By the process, the bulk is so reduced that the company saves 17 per cent of the freight rate it would pay for the uncompressed bale.

The bagasse is brought to New Orleans in barges and loaded at shipside for the Atlantic crossing. Upon its arrival in England it is again loaded on barges for transportation to the Celotex plant. The shipments are divided between three New Orleans steamship lines, the Lykes Brothers Steamship Co., Texas Transport and Terminal Co. and the Murray Shipping Co.

Shipments to England will increase next year, when further improvements will be made toward compressing the bagasse.

In Interstate Shipment, Are Goldfish  
and Carp Really Livestock?

As a little nonsense now and then, is relished by the wisest distributors and warehousemen, a little humor had to be injected into a request for a ruling on the interstate haulage of goldfish, of all things. But humor was far from the thought of the earnest officials of the Wisconsin Public Service Commission when they ruled on the moot question for the carriers a few days after Christmas, 1938. The question put before the body for consideration was: "Are goldfish and carp considered as livestock?" The shipments of livestock are

## BALTIMORE, MD.

Terminal for Southern Pacific  
Steamship Lines

## RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

## BALTIMORE, MD.

Founded 1893



## TERMINAL WAREHOUSE CO.

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Resources \$750,000

Trucking Storage

Pool Car Distribution

Financing

Bonded Space

Represented by  
Associated Warehousemen, Inc.  
Jersey City and Chicago.

## BOSTON, MASS.

## SHIPPING TO BOSTON?

WAREHOUSEMEN AND TRAFFIC EXECUTIVES

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containers.

T. G. BUCKLEY COMPANY, 690 DUDLEY ST., BOSTON

ESTABLISHED 1880—FIFTY-NINTH YEAR.

Members—N.F.W.A.—Mass. F. W. A.—A.V.L.—Can. W. A.

## BOSTON, MASS.

## CLARK-REID CO., INC.

GEO. E. MARTIN, President



## GREATER BOSTON SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

## BOSTON, MASS.

## CONGRESS STORES, Inc.

38 STILLINGS ST.

GENERAL MERCHANDISE STORAGE

Central Location—Personal Service

Pool Car Distribution

Sidings on N. Y., N. H. &amp; H. R. R.

Protected By  
A.D.T. ServiceMember  
Mass. Warehousemen's Assn.

## BOSTON, MASS.

Established 1896

PACKING

MOVING

D.W. DUNN CO.

STORING

SHIPPING

COMPLETE WAREHOUSING FACILITIES

CONTAINER SERVICE

46 Bransfield St.

Member May W. A.

3175 Washington St.

## BOSTON, MASS.

## FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. &amp; Hartford R. R. General Merchandise, Storage and distribution. ADT Protection System. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments—Auto Truck Service

William F. Heavey, President and General Manager

Member American Warehousemen's Assn.

## BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street

Boston and Waine R. R.

DIVISIONS OF

ALBANY TERMINAL STORES

137 Knowland Street

Boston and Albany R. R.

## FITZ WAREHOUSE AND DISTRIBUTING CO.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space

Pool Car Service

Rail and Motor Truck Deliveries to All Points in New England

Represented by

ALLIED DISTRIBUTION INC.

CHICAGO

NEW YORK

11 WEST 42ND ST. PHON. 9-0968

1575 NEWBURY AVE. MONK 5531

For the convenience of shippers, this section is arranged geographically

## BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.

## FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.  
Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Store, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

## MERCHANTS WAREHOUSE CO.

453 COMMERCIAL STREET

BOSTON, MASS. . . . . CAPITOL 7760

## Free and Bonded Storage

A. W. A. Union Freight Railroad M. W. A.

## BOSTON, MASS.

## WIGGIN TERMINALS, Inc.

50 Terminal St. Boston (29) Mass.

## STORAGE

B. & M. R.R.  
Mystic Wharf,  
BostonN. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## BOSTON, MASS.

ESTABLISHED 1830

## D. S. WOODBERRY CO.

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

## TRUCKING &amp; STORAGE

BOSTON &amp; MAINE R.R. SIDING

## FALL RIVER, MASS.

BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

## Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

## PITTSFIELD, MASS.

## T. ROBERTS &amp; SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING R. &amp; A. R.R. OR ANY R.R.

## SPRINGFIELD, MASS.

ATLANTIC STATES WAREHOUSE AND  
COLD STORAGE CORPORATION

385 LIBERTY ST.

General Merchandise and Household Goods Storage. Cold Storage for  
Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits  
B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.  
Daily Trucking Service to suburbs and towns within a radius of fifty  
miles.

Member of A.W.A.—M.W.A.

## SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. C. Hyland, V.-Pres.  
R. C. Reardon, Mgr.HARTFORD DESPATCH  
Hand WAREHOUSE CO., Inc.

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . .  
Household and Merchandise Facilities . . . Private Siding . . .  
Our fleet covers Connecticut and Massachusetts daily.  
Warehouses at Bridgeport and Hartford, Conn.  
Members: NFWA—AWA—ACW—AVL Agents

## SPRINGFIELD, MASS.

J. J. Sullivan The Mover, Inc.  
Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,  
Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks

exempt from taxation in interstate commerce, according to the Wisconsin statute.

One member of the staff of the Wisconsin commission saw a chance to save some tax money for interstate shippers of the commodity referred to, and ruled: "Livestock includes domestic animals. Animals include all members of the group of living things being typically endowed with sensation and voluntary motion as distinguished from plants. Therefore, goldfish are animals. Domestic means living in association with men; domesticated, not wild."

A very learned ruling and one that looked good to the shippers. But when it got to the commissioners themselves for signature, the staff man was over-ruled with the argument that such a ruling would not hold good under the Wisconsin motor transport law.

So ended a chance to ship carp and goldfish into or out of Wisconsin without paying the tax, which would have been avoided if goldfish and carp could have been called livestock from the legal standpoint. As a matter of fact, carp, tons of them, are shipped out of Wisconsin, where the fish are called something else when sold to the public, but goldfish are not raised in the state and this is one of the imports that come by truck from other states.

## Four-Year Low Starts 1939

## Wholesale Food Prices

Wholesale food prices started 1939 at the lowest level in more than 4 yrs., according to Dun & Bradstreet, Inc. Its weekly food index, which is the sum total of the wholesale price per lb. of 31 food commodities in general use, declined 2 cents in the week ending Jan. 3 to \$2.33, the lowest for any week since mid-August, 1934. In the first week of 1938 the index was \$2.53, that year's peak. The 1938 low of \$2.34 was established on May 10, and again equaled on May 31 and Dec. 20.

Increases during the latest week were noted for flour, wheat, corn, rye, barley, bacon, lard, cocoa, beans, peas and raisins. Lower quotations were registered by butter, sugar, cottonseed oil, peanuts, eggs, potatoes, steers, hogs, sheep and lambs.

Pennsy Concludes Case  
on Full Crew Law

Argument on behalf of the Pennsylvania Railroad, which is testing the constitutionality of the Full Crew Law, was concluded in the Dauphin County Court at Harrisburg, Pa., on Jan. 5. This Act was made effective in 1937.

In ending argument, counsel for the railroad contended that the expenditure of an additional \$4,600,000, which would be necessary under the enactment, constituted a "confiscatory burden" on the carrier.

John Dickinson, who is counsel for the railroad in the case, further contended that such an extra expense would be necessary on the part of the railroad in order to prevent the possibility of seven accidents a year. He argued that the Act "has no material tendency for safety."

After hearing the closing argument, Judge John E. Fox announced adjournment till a later date. Deputy Attorney General Russel O. Shockley will present the argument in defense of the constitutionality of the Act.

DETROIT, MICH.



**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**  
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—259 Park Avenue—Room 828  
Chicago, Ill.—33 W. Jackson Blvd.—Room 1010

DETROIT, MICH.



**GRAND TRUNK WAREHOUSE & COLD STORAGE COMPANY, DETROIT, MICH.**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

**COMMERCIAL WAREHOUSE, INC.**  
1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

DETROIT, MICH.

**HEWSON WAREHOUSE CO., INC.**  
803 Lawndale Ave.

**GENERAL MERCHANDISE STORAGE**

Let us solve your warehouse problems in this section—Specialized Personal Service—We own and operate our own fleet of motor trucks—Distribution.

DETROIT, MICH.

**Henry & Schram Storage & Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTION



Private Siding on  
Wabash—Canadian Pacific—Pennsylvania—Pere Marquette Railways  
A.D.T. Aero Automatic Fire Alarm and  
A.D.T. Burglary and Fire Protection  
"Your Interests Are Always Ours"

1941-63 W. Fort Street  
DETROIT, MICHIGAN

DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

**ATTENTION  
SHIPPERS**

Sometimes storage space is scarce at the plant, and stocks can be scattered at strategic spots throughout the country. Often this is cheaper than building or using valuable factory space.

*For the convenience of shippers, this section is arranged geographically*



## DETROIT, MICH.

**LEONARD-DETROIT  
STORAGE CO.**

Established 50 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222

## DETROIT, MICH.

*"Located Heart Jobbing District"***RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.

57 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

## DETROIT, MICH.

## DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.**

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

## GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru ColumbianRepresented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
18 WEST 42ND ST. NEW YORK 18-0948 1325 NEWBERRY AVE. MON. 3333

## JACKSON, MICH.

*"In Union there is Service"***UNION TRUCK AND STORAGE CO.**

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.  
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.  
Covered Truck Docks.

Agents Allied Van Lines, Inc.

## LANSING, MICH.

**LANSING STORAGE COMPANY**The only modern fireproof warehouse in  
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)

## SAGINAW, MICH.

**BRANCH HOUSE SERVICE**

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL-WAREHOUSE CO.**1840 No. Michigan Avenue  
SAGINAW, MICHIGAN

## Rail-Lake Storage

The Great Lakes Transit Corp., Canadian Pacific Great Lakes Line and the Canada Atlantic Transit Line have issued supplements effective Feb. 1 which will limit free storage on their docks at Chicago and Milwaukee to 96 hrs., Sundays and holidays excluded, on cargo for local delivery. After the free time allowance cargo remaining on dock will be subject to a charge of ½ cent per 100 lbs. for each 10 days or fraction thereof up to the first 30 days. After the first 30 days a flat charge of 1½ cents per 100 lbs. for each 10 days or fraction thereof will be made. The supplements provide that before any freight is left on the docks special permission must be granted by the carrier. If cargo is permitted to remain on the dock without such permission the carriers will make a penalty charge of \$2.20 per carload for each day or fraction thereof and on less carload business 11 cents per 100 lbs. per day or fraction thereof.

On traffic destined beyond Chicago or Milwaukee switching districts, free storage up to 30 days, the date of arrival counting as the first day, will be granted provided that the rail lines receive the road haul.

The supplements also stipulate a charge of 2½ cents per 100 lbs. or 55 cents per net ton for split delivery

MINNEAPOLIS, MINN.

ST. PAUL, MINN.

# Organized for Service



Three splendid warehouses, operating individually but under one general management with the same capable executives identified with the successful conduct of this business since its founding. Three separate organizations that can be used singly or in combination to efficiently warehouse and distribute your merchandise in the large Northwest market.

Three locations in the Twin Cities. One virtually on the boundary line between Minneapolis and St. Paul, and one in the very heart of each city, enable us to offer "triple service" in this thriving and important market.

"Triple service" is more than three strategic locations, however. Let us tell you more about it. Your inquiry is cordially invited.

**ST. PAUL TERMINAL WAREHOUSE CO.**  
425 East 8th Street, St. Paul (Downtown Jobbing District)

**MIDWAY TERMINAL WAREHOUSE CO.**  
2295 University Avenue, St. Paul (Minnesota Transfer Industrial District)

**MINNEAPOLIS TERMINAL WAREHOUSE CO.**  
618 Washington Avenue, N., Minneapolis (Downtown Jobbing District)

Members: American Warehousemen's Assn. Represented by: Associated Warehouses, Inc., Jersey City and Chicago

service. Formerly, the Great Lakes lines gave two split deliveries per car without charge.

The new regulations follow protests made by warehouse operators and also by the eastern trunk lines that extended free storage privileges represented unfair competition with the warehouses and also a substantial extension of the rail-lake differential over all-rail rates.

## Private Control of American Ships

Private control of the American merchant marine will continue, according to Marshall L. Wilcox, director of operations and traffic for the United States Maritime Commission, who in addressing a meeting of the Baltimore Traffic Club, held at the Southern Hotel, declared Government ownership and operation of the American merchant marine will be resorted to only if private interests cannot continue the required service.

Recent criticism of the commission's activities were answered by Mr. Wilcox in referring to the law under which it was created. He stated the law requires "that the merchant marine shall be privately owned and operated insofar as may be practicable. You may, therefore, rest assured that as far as the Commission is concerned there will be an American merchant marine privately owned and operated, if possible, but in any event there will be an American merchant marine."

In reference to a recent development of a South American service, in which the Commission owns seven of the nine ships operated, he stated this was done for the protection of the interests of the United States in those countries. He said, "Our European competitors whose interests extend beyond normal economic and commercial activities," were influences which drove the Commission into adopting the plan for the service.

MINNEAPOLIS, MINN.

## ANCHOR WAREHOUSE, Inc.

### BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited  
730-740-750 Washington Ave., North

MINNEAPOLIS, MINN.

**Kedney**

STORAGE  
HOUSEHOLD GOODS  
10 HENNEPIN AVE.

## WAREHOUSE CO.

MERCHANDISE STORAGE, 617 WASHINGTON AVE., NO.

MINNEAPOLIS, MINN.

## Complete Facilities

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . . Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

**NORTHWESTERN TERMINAL CO.**  
600 Stinson Blvd. Minneapolis

Member: MINNEAPOLIS N. W. A.

MINNEAPOLIS, MINN.

## MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest  
200,000 Square Feet—Free Switching—Centrally Located  
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage

100 trucks available for pick up and delivery service.

## UNITED WAREHOUSES, INC.

708 South Third St. Minneapolis, Minn.

For the convenience of shippers, this section is arranged geographically

## ROCHESTER, MINN.

903 6th St., N. W.

Phone 5294

**CAREY TRANSFER & STORAGE**

**Bonded Warehousemen**  
Complete Warehouse Facilities for Storage & Distribution  
**MERCHANDISE**

Experienced Organization and Equipment for  
**MOVING, PACKING AND STORING**  
**HOUSEHOLD GOODS**

Modern Buildings, Private Siding COWBR Co.  
**MOTOR TRUCK SERVICE**

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

## ST. PAUL, MINN.

**A COMPLETE WAREHOUSING SERVICE****Merchandise Storage — Cold Storage****Pool Car Distribution****Industrial Facilities**

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

**CENTRAL WAREHOUSE COMPANY****739 Pillsbury Avenue St. Paul, Minnesota**

Phone: Nester 2831



Represented by **DISTRIBUTION SERVICE, INC.**  
219 E. M. Water St. 100 Broad St. 625 Third St.  
CHICAGO NEW YORK CITY SAN FRANCISCO  
Phone: Superior 7180 Phone: Phone: Butler 3461  
Bowling Green 9-0980

## ST. PAUL, MINN.

Allied Dist.—A.W.A.—N.F.W.A.

**Kedney**  
**WAREHOUSE CO.**

**STORAGE**  
**MDSE. & HOUSEHOLD GOODS**

**8th and John Sts.**

## JACKSON, MISS.

**RICKS STORAGE CO.**

**BONDED WAREHOUSEMEN**  
Complete Warehouse Facilities for Storage and Distribution  
**MERCHANDISE**

Experienced Organization and Equipment for  
**MOVING, PACKING AND STORING**  
**HOUSEHOLD GOODS**

Modern Buildings, Sprinklered, Private Siding ICRR Co.  
Low Insurance Rate

**MOTOR TRUCK SERVICE**

## JEFFERSON CITY, MO.

R. E. Dallmeyer

Fred Franken

**COLE MOTOR SERVICE, Inc.****Central Missouri's only Fireproof Warehouse****Moving - Packing - Crating - Storage****Transportation—Warehousing**

Daily freight service to 100 Central Missouri towns South of the Missouri River.  
Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.

## JOPLIN, MO.

**SUNFLOWER LINES, INC.**

Successors to Tonnes Transfer &amp; Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

In Kansas City

it's the **A-B-C FIREPROOF**  
**WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

**Waterways and Terminals**

(Continued from page 27)

foreigners the hundreds of millions of dollars paid annually for the transportation of our foreign and domestic trade. The foreigners, we are told, could carry it cheaper than our own people, since their ships cost less to build, less to operate and have more choice as to routes served and frequency of sailings.

"The question to decide is not whether we are 'sea-minded', but whether we are so 'simple-minded' as to heed such unsound arguments. Counting the territory bordering the Great Lakes, twenty-eight states of the Union are accessible to ocean-going ships. A number of others are so situated that they are able to send freight to the seaboard by river steamers and barges. One state alone—the State of Texas—is larger than England, France, Germany, Italy or Japan—our principal maritime competitors.

"Our ocean and Great Lakes shorelines have a combined length of about 15,000 miles, along which are found some of the finest harbors in the world. We have 236 seaports and 114 ports on the Great Lakes. Our foreign trade moves through 182 ports, 106 of which are listed as regular ports of entry, while innumerable other cities and towns participate in local and coastwise movements of waterborne commerce. Inland waterway traffic is handled on canal and river systems upon which state and Federal agencies have expended hundreds of millions of dollars. An interesting survey made several years ago showed that expenditures by Federal, state, municipal and private interests for the development of the country's marine resources, amounted to \$1,500,000,000.

"Today the Maritime Commission is engaged in the greatest peacetime shipbuilding program ever undertaken since the birth of the Republic. As announced recently by Chairman Land, a total of about \$130,000,000 in ship construction contracts was let during the calendar year 1938."

**Nearly 200 More Miles of the Tennessee River Opened up in 1938**

The annual report recently issued by the Tennessee Valley Authority, sets forth, in some detail, the extensive construction developments that have been pursued. By the close of the fiscal year some 200 miles of the Tennessee River had been made available to boats of 9-ft. draft. When the dams, now under construction at Gilbertville, Guntersville, and Chickamauga are completed, together with some adjustments contemplated at the Wilson and Hales Bar Dams, this navigation channel will extend for an unbroken distance of 530 miles. On completion of the Watts Bar and the Coulter Shoals projects the remaining 118 miles to Knoxville will be opened.

The Authority has also maintained navigation depths along the lower river suitable for shallow draft navigation by consistent controlled release of water from the Norris reservoir during the summer and autumn periods. Boats of less than 9-ft. draft are already plying the lower river regularly as far upstream as Guntersville in northeastern Alabama. Closure of the Guntersville Dam and the subsequent filling up of that reservoir, expected early in 1939, will make it possible for this type of navigation to continue on upstream to Chattanooga.

**New Orleans-Central America Service**

Fortnightly sailings between New Orleans and the west coast of Central America, through the Panama Canal, were inaugurated on Jan. 14 by the United Fruit Co. According to J. H. O'Dowd, assistant freight traffic manager for the company, this is the first time a direct service has ever been operated between New Orleans and Central America's west coast. In the past cargo to or from this section through New Orleans has been routed overland between the east and the west coasts, being transshipped at the eastern ports.

The steamships Telde and Orotava, two of the company's freighters, will be operated in the service with a sailing from New Orleans every other Saturday and arrivals there every other Wednesday. Among the



KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors - Small or daily motor service to entire Southwest.

MEMBER OF  
American Chain of Warehousemen  
American Warehousemen's Association - Traffic Club  
Chamber of Commerce

**ADAMS**  
TRANSFER & STORAGE CO.  
ADAMS STORAGE CO.  
UNION TRUCK TERMINALS  
228-236  
West Fourth St.

KANSAS CITY, MO.

Established 1926

**THE H. H. SMITH STORAGE CO.**  
1015-19 Mulberry St.

Merchandise Storage—Drayage—  
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

SIXTH YEAR

**CENTRAL STORAGE CO.**

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.  
(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

**UNITED WAREHOUSE CO.**  
Merchandise Warehouses  
at  
TWO BIG MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating  
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

**MERCHANDISE WAREHOUSES, Inc.**

St. Louis Ave. & Mulberry St.

Operating 240,000 sq. ft. fireproof sprinkler equipped space; 14-car sidings; insurance rate 10.4; dockage for 30 trucks; free switching, free pickup and delivery to and from freight houses; local, regional and storage-in-transit service; space and offices for rent. Field Warehousing. Financing.

KANSAS CITY, MO.

Member—A.W.A.-N.F.W.A.

**W. E. Murray Transfer & Storage Co.**

Pool car distribution - Financing of Stocks  
Modern Fireproof buildings on switch track  
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details

Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY  
TRANSFER &  
WAREHOUSE CO.**  
1400-10 St. Louis Ave.

**POOL CAR  
DISTRIBUTION**  
Our Specialty

Two Merchandise Warehouses — Cartage

ports to be served are La Union, Salvador; Corinto, Nicaragua; and Champerico, Guatemala.

The company expected to build up a general cargo freight business to the West coast of Central America and bring back to New Orleans coffee and some general cargo.

**Britten Adds Another Warehouse**

Britten Terminal Inc. has added to its facilities by leasing the five-story warehouse formerly occupied by the Security Warehouse & Cartage Co., at Riverbed Ave. and Center St., N. W., and will continue to service that firm's customers. According to Daniel L. Britten, president, the new building of 25,000 sq. ft. capacity, will be devoted to general storage and will be known as Britten warehouse No. 2. J. H. Douglas, who has had 22 yrs. experience in the warehouse field, will be the superintendent in charge. The main office and warehouse of Britten Terminal Inc. is located at 2775 Pittsburgh Ave.

ST. LOUIS, MO.

Merchandise Storage and Pool Car Distribution.

Track Connections with All Rail and River Lines.

**RUTGER STREET  
WAREHOUSE, INC.**  
MAIN & RUTGER STS.

200,000 Sq. Feet of Service  
BONDED Low Insurance

Offices:

New York  
REctor 2-2345

Chicago  
Franklin 6263



ST. LOUIS, MO.

**Most modern warehouse set-up in St. Louis**

Lowest Insurance Rates Twenty-five acres of space  
Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines.  
Covered railroad docks, capacity 100 cars daily.  
Spacious truck docks facing wide streets to speed up service locally and beyond.  
State and U. S. Custom bonded.  
Twenty floors office space in connection.  
Our prices comparable with other warehouses in this territory.  
Storage available on lease or tariff basis.

**ST. LOUIS MART INC.**

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

ST. LOUIS, MO.

**"SERVICE THAT EXCELS"**

Six warehouses in metropolitan St. Louis for your distribution.  
Our facilities include a warehouse in East St. Louis, Illinois, ideal for serving the large territory on the East Side.  
Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.  
Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1, U. S. Customs Bonded and Tax Paid Space under same roof.  
Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

**ST. LOUIS TERMINAL WAREHOUSE CO.**

826 Clark Avenue

St. Louis, Mo.

MISSOULA, MONT.

Distribution Center for Western Montana

**REELY'S**

General Storage  
and  
Freight Terminal



MEMBER OF

A.W.A.

N.F.W.A.

MONT. T. & S. A.

O.M.F.G. LISTING

Distribution Specialists for 35 Years



For the convenience of shippers, this section is arranged geographically

## HASTINGS, NEBR.



1876 1939  
**Borley Storage & Transfer Co., Inc.**  
 Pool Car Distribution  
**FIREPROOF BONDED**  
**FREIGHT TRUCK CONNECTION TO ALL OF THE CENTRAL PART OF THE STATE**

## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**  
 Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.  
**COMPLETE WAREHOUSING SERVICE**  
 Represented by the American Chain of Warehouses, New York City and Chicago, Ill.  
 Member of A. W. A.

## OMAHA, NEB.

R. J. MAYER, President  
**CENTRAL STORAGE & VAN CO.**  
 MAIN OFFICE 1101-13 JACKSON ST.  
**COMPLETE WAREHOUSING SERVICE**  
 FIREPROOF WAREHOUSE TRACKAGE MOTOR TRUCKS

## OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.  
**FORD BROS**  
**Van & Storage Co.**

## OMAHA, NEB.

**GORDON**  
 Storage  
 Warehouse, Inc.  
*Merchandise and Household Goods*  
 Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods trucking service. Let us act as your Omaha Branch.  
**Main Office, 219 N. 11th St.**  
 Member: A.W.A.—N.F.W.A.  
 Agents for Allied Van Lines, Inc.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.  
**KNOWLES STORAGE CO.**  
 901-911 Davenport St.  
**MERCHANDISE — HOUSEHOLD GOODS**  
*Complete Warehousing and Distribution Service.*  
 Fireproof Building . . . Trackage . . . Motor Trucks

## MANCHESTER, N. H.

Makes Our Warehouse Your Branch Office for Complete Service in New Hampshire  
**NASHUA, N. H. McLANE & TAYLOR**  
**CONCORD, N. H. Bonded Storage Warehouses**  
 Offices 624 Willow St.  
 General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.  
 Pool Car Distribution  
 Direct R. R. Siding, Boston & Maine R. R.

## HACKENSACK, N. J.

## RUTHERFORD, N. J.

**GEO. B. HOLMAN & CO., Inc.**  
**STORAGE SHIPPING PACKING**  
**HOUSEHOLD GOODS**  
 Most Modern Equipment in North Jersey  
 Motor Vans for Local and Long Distance Moving  
 Operating Holman Warehouses  
 Members N. J. F. W. A. and N. F. W. A.  
 Agents: Allied Van Lines, Inc.

## HOBOKEN, N. J.

**HOBOKEN DOCK CO.**  
**General Offices: No. 1 Newark St.**  
 General Merchandise Storage and Distribution  
 Piers—Railroad Sidings—Factory Space  
*Correspondence Invited*

## NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.  
**PACKING! MOVING! STORAGE!**  
*dependable since 1860*  
**KNICKERBOCKER**  
**STORAGE WAREHOUSE COMPANY**  
 96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET  
 Wm. H. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

### Canners Protest Excess Production

MEMBERS of the National Canners Assn. in convention at Chicago, Jan. 22-27, in their opening session stressed on the uncertainties created by overproduction, price instability and wide fluctuations in demand. Disturbed by Federal grants, leading to excess output brought about by part-time operators entering the business on a shoe-string, the convention appropriated \$25,000 to finance a survey of the billion-dollar industry's economic problems.

Walter L. Graefe, president of the Pamona Production Corp., was elected president of the canners' group, succeeding Mr. Meyer of the Kuner-Empson Co., Brighton, Colo.

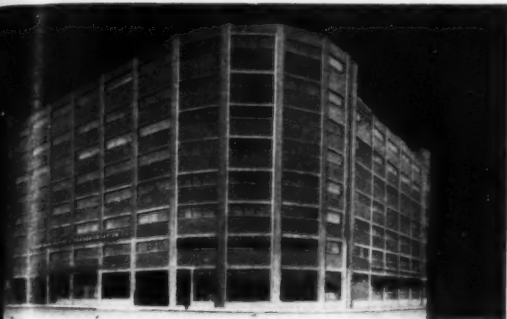
In outlining the association's research program, H. L. Cannon told members that five major problems are to be investigated. They are: proper financing, competition, distribution, consumption and government relations. Financing and distribution are to receive immediate attention.

Individual canners who discussed the industry program insisted that overproduction in many canned food and vegetable lines is due to government financing of canning operations. Several cited as an example the case of a Florida grapefruit canner who packed 200,000 cases in the 1936-37 season and, in the following year, in a market already heavily burdened with stocks, was able to increase the output to 2,000,000 cases through money advanced to him under the farm program.

With the help of Federal and other financing, the members complained that the annual pack of fruits and vegetables in 1937 reached an all-time high of 263,000,000 cases, compared with a 10-yr. average of 150,000,000 to 175,000,000 cases from 1925 to 1935. Although consumption also has risen until it now averages well over 200,000,000 cases annually, they said, the gains have been accompanied by declining quotations until at present production costs are well above selling prices. Distribution studies will be aimed at eliminating, if possible, the seasonal nature of the marketing end of the business and establishing an even year-round selling program for canners.

NEWARK, N. J.

**KEEP UP WITH THE MODERN DAY  
... DISTRIBUTE THE LEHIGH WAY™**



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

**FACILITIES**

**NEWARK—MAIN OFFICE**—98-108 FREELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 4c up to 10.2c. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.  
**ELIZABETH—BRANCH**—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8c up to 16.7c. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.  
**SERVICE FEATURES**—Bonded; Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service; Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

**LEHIGH WAREHOUSE  
AND TRANSPORTATION CO., INC.**

John D. White Purchases Bamberger  
Terminal, Asbury Park, N. J.

John D. White, president of Brooklyn Fireproof Storage, Inc., Brooklyn, N. Y., has purchased the Bamberger Terminal, Asbury Park, N. J.

Extensive additions and alterations have been made in the property, which is now operated as the Asbury Park Storage & Moving Co., Inc., with John D. White as the sole owner. The building is fireproof, occupying the entire ground space, 130 by 75 ft., with a railroad siding.

Mr. White will operate the warehouse for household goods, merchandise and cold storage, and will represent the Aero-Mayflower Transit Co. in that section.

**Nebraska Repeal Sought**

A bill has been introduced at the current session of the Nebraska legislature calling for the repeal in its entirety of the truck regulatory act of 1937.

The measure, as passed at the request of the State Railway Commission, gave that body the power to regulate transportation of passengers and property by motor carriers in intrastate commerce upon the public highways; to administer and enforce all the provisions of the act and to prescribe rules and regulations; to fix regulatory fees to sustain the administration and enforcement of the act; to permanently appropriate the proceeds of such fees to the use of the commission, and to provide penalties for the violation of any provisions of the act and any rules and regulations of the commission.

The commission has full power regarding certificates of convenience and necessity and the regulation of rates.

**For the convenience of shippers, this section is arranged geographically**

NEWARK, N. J.

**Newark Central Warehouse Co.**

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

**POOL CAR DISTRIBUTION**

Member of N.J.M.W.A.

Represented by

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON.5531

TRENTON, N. J.



**MANNING'S WAREHOUSE  
CORPORATION**

**FIREPROOF STORAGE**

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping,  
General Merchandise Storage and Distribution, Pool  
Cars Distributed  
Ship via Pa. R.R. or Reading R.R.

ALBUQUERQUE, N. M.

**DON'T MOVE**

Until You Get An Estimate From

**DALTON TRANSFER AND STORAGE COMPANY**

115 S. John St.

Phone 398

Members Southwest Wh. Ass'n—Mayflower Wh. Ass'n.

ALBUQUERQUE, N. M.

**SPRINGER TRANSFER COMPANY, INC.  
ALBUQUERQUE**

Operating the Only Fireproof Storage Warehouse  
in New Mexico

Complete and efficient service in distribution, delivery  
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

ALBANY, N. Y.

**Albany Terminal & Security Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member { American Chain of Warehouses  
American Warehousemen's Association

ALBANY, N. Y.



**CENTRAL WAREHOUSE CORPORATION**

Colonie and Montgomery Sts., Albany, N. Y.

Telephone 3-4101



## ALBANY, N. Y.

**JOHN VOGEL Inc.**FIREPROOF WAREHOUSES  
OFFICES, 11 PRUYN ST.HOUSEHOLD GOODS - STORAGE AND SHIPPING.  
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
POOL CAR DISTRIBUTION OF MERCHANDISE  
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
Collections promptly remitted

## BROOKLYN, N. Y.

BROOKLYN'S LARGEST LONG DISTANCE MOVER

**ANDERSON VAN SERVICE INC.**

20th AVE. AT 57th ST. EST. 1904

CITY—SUBURBAN—LONG DISTANCE MOVING  
FIREPROOF WAREHOUSE—DISTRIBUTION  
LIFT VAN SERVICE—COLLECTIONS HANDLED  
BRANCH OFFICES—FREQUENT SERVICE TO  
BOSTON — WASHINGTON — ATLANTA — JACKSONVILLE  
DETROIT — CLEVELAND — CHICAGO — ST. LOUIS  
Member Independent Movers and Warehousemen's Association, Inc.

## BROOKLYN, N. Y.

**BOWNE-MORTON'S STORES, INC.**

RIVERFRONT WAREHOUSES

611 SMITH ST. (on Gowanus Canal) Tel. CUMberland 6-4680  
FREE AND BONDED WAREHOUSES  
Licensed by Cocos, Rubber and Metal Exchanges  
N. Y. City Office: 57 Front St. Tel. BOWling Green 9-0780  
DISTRIBUTION BY BROOKHATTAN TRUCKING CO., Inc.  
57-59 Front St., N. Y. City, N. Y.

## BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

**GREENPOINT TERMINAL CORPORATION**MILTON AND WEST STREETS, BROOKLYN, NEW YORK  
FREE AND BONDED WAREHOUSESSteamship Piers Fronting on East River Foot of Greenpoint Ave.,  
Milton, Noble and Oak Sts.  
Lowest storage, cartage, labor, lighterage and wharfage charges. Grading,  
sorting, boxing. Pool cars distributed. Consign via any Railroad  
entering New York City.

## BROOKLYN, N. Y.

Established 1860

**Peter F. Keilly's**

Fireproof Warehouses

401-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of  
Household Goods

## BUFFALO, N. Y.

(Agents for Allied Van Lines, Inc.)

**Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—  
Buffalo and New York City  
Members B.W.A.—N.F.W.A.

## BUFFALO, N. Y.

Economical Storage and Shipping

**KEYSTONE WAREHOUSE CO.**

SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

Served by Great Lakes Transit Corp. Steamers,  
N. Y. Barge Canal Lines and all R.R.'s.  
Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

## BUFFALO, N. Y.

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION  
MERCHANDISE STORAGE  
PRIVATE SIDING

## BUFFALO, N. Y.

Let us care for your needs in Buffalo

**LARKIN WAREHOUSE INC.**

BUFFALO, N. Y.

Specializes in handling pool cars. Lowest insurance rates. Stores autos and general merchandise.  
No cartage on railroad shipments.  
GOVERNMENT BONDED WAREHOUSE  
For further information write J. E. Wilson, Traffic ManagerRepresented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN 8-7068 1517 NEWBERRY AVE. MON3531**The Parade of New Products**

(Concluded from page 29)

Stayton Canning Co., Stayton, Ore., has now in use a new blancher, the invention of Geo. A. Smith, plant manager, which enhances the flavoring of string beans by continuous blanching in fresh water in thermostatically regulated temperature. A number of troughs, each of which holds approximately 7 lb. of beans, are mounted on endless belts, about 2½ minutes in each.

o o o

Hoof Products Co. has moved to its recently purchased factory and office building located at 6543 So. Laramie Ave., Chicago, where operations began Jan. 1. A definite increase in business and the development of new products, both necessitating an increase in space, were primary reasons for the purchase. The new location provides improved railroad and shipping facilities, and also allows for future expansion.

o o o

Principally responsible for the expansion program are the company's latest innovations—Hoof brake eyes, an automatic safety valve lock-out for hydraulic brakes, and Hoof fuel economizer units for governor equipped Chevrolets and Fords. In addition to these new products, it manufactures the well-known Hoof cantilever spring governors.

o o o

Balorations, Inc., division of Tioga Mills, Waverly, N. Y., has appointed an advertising agency to promote the sale of its Tioga dog food.

o o o

Lever Bros. Co., Cambridge, Mass., has acquired the soap business of Hecker Products Corp., New York. The transaction involved payment of \$2,500,000 in cash. Brands acquired are Fairy Soap, Gold Dust, Silver Dust and Sunny Monday. The remaining Hecker divisions, including flour milling, cereals and shoe polish, will continue as heretofore.

o o o

Old Trusty Dog Food Co., Neeham Heights, Mass., has appointed an advertising agency.

**Kerr Service to****Egypt Resumed**

Freight service between New Orleans and Alexandria, Egypt, and ports of the Red Sea and the Persian Gulf will be reestablished by the Kerr Steamship Co. on or about April 22.

The service was discontinued several years ago, but will be resumed with the departure of the motorship Bidevind in April, to be followed by sailings every 2 mos., according to Charles Harrington, president of Ross and Heyn, Inc., New Orleans agents for the Kerr firm.

In addition to Alexandria and Red Sea ports ships in the service will call at Aden, Bahrein, Bushire, Bandar-Shapour, Khoramshahr and Basra. Ships will be equipped with refrigerated freight space.

**BUFFALO, N. Y.**

**LEDERER  
TERMINALS**

... HAVE SOMETHING IN STORE for you ...  
LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

**BUFFALO, N. Y.**



**LEONARD  
WAREHOUSES**

Member  
B.W.A.—  
Mayflower  
W.A.

Offices—163 Georgia St.

Household Furniture—Storage and Removals—  
Local, Long Distance—Special Storage and  
Handling of Electrical Appliances for Merchan-  
dising Purposes.

**BUFFALO, N. Y.**

"SALES MINDED"

**THE MARKET TERMINAL WAREHOUSE**

Schoellkopf & Co., Inc.  
102 Perry St.

General Merchandise Storage and Distribution  
Private Sidings, Lehigh Valley and all Railroads  
Represented by Associated Warehouses, Inc.  
Jersey City and Chicago

**BUFFALO, N. Y.**

**GENERAL MERCHANDISE—COLD STORAGE  
WAREHOUSE**

Cargo-Handling  
Rail-Lake and Barge  
Terminal  
96 Car Track  
Capacity  
1500 Feet Private  
Dock



Financing—  
Distribution  
Auto Dealers  
Warehousing  
Service  
Office and  
Factory Space

**TERMINALS & TRANSPORTATION  
CORPORATION**

275 FUHRMANN BLVD. BUFFALO, N. Y.

**ELMIRA, N. Y.**

**A. C. RICE STORAGE CORP.**

2—WAREHOUSES—2  
MERCHANDISE—HOUSEHOLD GOODS  
Pool Cars—Truck and Van Service



MEMBER  
A.W.A.—N.F.W.A.—ALLIED VAN LINES

**FLUSHING, L. I., N. Y.**

Established 1903

At the Gateway to the World's Fair

**Flushing Storage Warehouse Co., Inc.**

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.  
Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods. 10 blocks  
from the World's Fair Corona Freight Station, serving Jackson Heights,  
Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston, Great  
Neck, Little Neck, Port Washington, Manhasset.  
Members of the A.V.L.—N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

**FOREST HILLS, L. I., N. Y.**



**Forest Hills Fireproof Storage**

Austin St. and Herriek Ave.

Storage and Shipping of Household  
Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens,  
Richmond Hill, Jackson Heights.

**HEMPSTEAD, N. Y.**

Harry W. Wastie—Vice Pres. & Gen. Mgr.

*We solicit your patronage for the follow-  
ing towns:*

FREEPORT	GLEN HEAD	NEW HYDE PARK
LYNBROOK	BAYSHORE	OYSTER BAY
ROSLYN	PORT WASHINGTON	WHEATLEY HILLS
HICKSVILLE	ROCKVILLE CENTER	GARDEN CITY
MINEOLA	SEA CLIFF	BALDWIN
WESTBURY	LONG BEACH	ROOSEVELT
GLEN COVE	MERRICK	PLANDOME
AMITYVILLE	VALLEY STREAM	

**HEMPSTEAD STORAGE  
CORPORATION**

237 MAIN STREET, HEMPSTEAD,  
L. I., N. Y.



**JACKSON HEIGHTS, L. I., N. Y.**

FOREST HILLS, L. I.

FLUSHING, L. I.

GREAT NECK, L. I.

JAMAICA, L. I.

KEW GARDENS, L. I.

RICHMOND HILL, L. I.

Agent for  
Allied Van Lines, Inc.

**FRED G. KELLEY INC.**

Fireproof Storage Warehouse

37-60 81st ST., JACKSON HEIGHT

HOUSEHOLD GOODS : STORAGE  
PACKING : SHIPPING

POOL CAR DISTRIBUTION

Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



1939  
OUR 30th YEAR

**JAMAICA STORAGE  
WAREHOUSE COMPANY**

170th ST. at L.I.R.R.  
JAMAICA, N. Y.

**JAMAICA, L. I., N. Y.**

At the WORLD'S FAIR Gateway

**QUEENSBORO STORAGE**

FIREPROOF WAREHOUSE—VAN SERVICE—PACKING  
Heavy Hauling Rigging & Hoisting

VAN WYCK BLVD. AT 94th AVE.

For World's Fair and all Long Island points use our Storage—Distribution &  
Hauling Facilities For Household Goods, Machinery, Exhibits, Cased Goods, Etc.  
Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

**KEW GARDENS, L. I., N. Y.**

Telephones, Richmond Hill 2-2871, Republic 9-1400

**Kew Gardens Storage Warehouse, Inc.**

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

9330 Van Wyck Boulevard at Atlantic Ave.  
Richmond Hill, N. Y.

**NEW ROCHELLE, N. Y.**

Moving, Packing Storing, Shipping



**O'Brien's Fireproof Storage Warehouse, Inc.**

Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White  
Plains, Scarsdale, Hartsdale. Send B/L to us at  
New Rochelle.

*For the convenience of shippers, this section is arranged geographically*

## NEW YORK, N. Y.

**Abington Warehouses, Inc.**

Merchandise Warehousing and Distribution in the  
Metropolitan District

Centrally Located—250,000 Square Feet—Prompt Service  
514-520 West 36th St.

## NEW YORK, N. Y.

**BUSH TERMINAL**

Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities  
Cold Storage—Fumigation

SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

## NEW YORK, N. Y.

FIREPROOF WAREHOUSES



**Day & Meyer  
Murray & Young Corp.**

PORTOVAULT  
STEEL VAULT STORAGE

1166 SECOND AVE., NEW YORK



## NEW YORK, N. Y.

SERVICE—EFFICIENCY—CLEANLINESS

**L. & F. STORES, INC.**

GENERAL STORAGE WAREHOUSES

15-17-19 WORTH ST.

Merchandise Distribution  
LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9253

## NEW YORK, N. Y.

\* AN ASSOCIATED

**LACKAWANNA**

TERMINAL WAREHOUSES, INC.

(Two blocks from Tunnel Plaza)

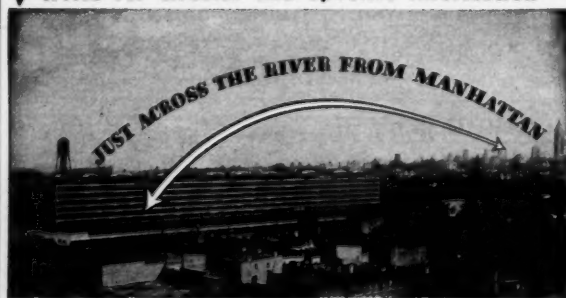
JERSEY CITY, N. J.

**SUPERIOR DISTRIBUTION SERVICE**

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed

U. S. Custom Bond

Write for circular and specific information



## NEW YORK, N. Y.



Call "LINCOLN" for Superior  
Service at Reasonable Rates...

● The LINCOLN WAREHOUSE OF NEW YORK is a modern fireproof building, easily accessible. Special vaults for silver, storage space for pianos and other merchandise. Cold storage vaults and fumigating tanks. The name "LINCOLN of New York" is honored the world over, and is not affiliated with any other warehouse by the same name located in other cities.

**LINCOLN**  
WAREHOUSE  
CORPORATION

1187 THIRD AVE. (Bet. 69th & 70th Sts.) NEW YORK CITY

## NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

**IDEALLY LOCATED**

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

**MIDTOWN WAREHOUSE, INC.**

Starrett Lehigh Bldg.

601 West 26th St., N. Y. C.

## NEW YORK, N. Y.

**NEW YORK DOCK COMPANY**

Executive Offices—44 Whitehall St., New York, N. Y.

WAREHOUSES

STEAMSHIP FACILITIES

FACTORY SPACE

RAILROAD CONNECTIONS

Licensed by Cocoa, Cotton, Coffee & Sugar, Metal  
and Rubber Exchanges

Member: A.W.A., W.A.P.N.Y., N.Y.S.W.A., N.Y.W.W.T.

## NEW YORK, N. Y.

MEMBER

**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester  
County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000  
Four Fireproof Warehouses

5,000,000 CUBIC FEET—POOL CAR DISTRIBUTION



NEW YORK, N. Y.

## State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th ST.

General Merchandise Storage and Distribution

in the Center of the Metropolitan Area

Fireproof Buildings—Low Insurance Rate—Immediately adjacent to New York Central R. R.—Penna. R. R.—Lehigh Valley

Members N.Y.S.W.A.—P.N.Y.A.

### Alexander Gaw

ALEXANDER GAW, veteran warehouseman, died Jan. 20 of arterio sclerosis. He was 67 yrs. old. Mr. Gaw retired as vice-president of the Lincoln Warehouse Corp., New York City, about 6 mos. ago. He was a director of the company at the time of his death. Three years ago he celebrated his 40th year with the company. Mr. Gaw became secretary and operating executive of the Lincoln company in 1928. The next year he was made secretary and vice-president. He was active in warehousing associations and was a director of several groups in New York State. He was buried Jan. 23 and is survived by his widow, Mrs. Edith E. Gaw.

### Jersey Court Sanctions Lehigh Tax Compromise

The Supreme Court at Trenton, N. J., approved in January a compromise assessment of \$15,000 an acre on property of Lehigh Valley R. R. Co., located on New York Bay, Jersey City. The action of the court is expected to terminate litigation started 6 yrs. ago. The property, comprising approximately 380 acres, occupied by Lehigh Valley Harbor Terminal Railway Co. and National Storage Co., should be assessed at \$6,000 per acre during 1933 and 1934 and not more than \$4,000 an acre after that time, the railroad contended.

The city of Jersey City assessed the land at \$20,000 per acre, which was upheld by the State Board of Tax Appeals during 1933 and 1934. The approved compromise agreement would bring the total assessment to approximately \$5,700,000.

### Large Terminal to Be Erected in Jersey City Area

A huge industrial terminal development representing an investment of \$30,000,000 and covering 45 acres at the entrance to the Pulaski Skyway, Jersey City, N. J., has been announced by Joseph J. Garibaldi Organization, industrial brokers, as the biggest real estate and industrial project for New Jersey in a number of years. The terminal will be built by the Jersey City Industrial Terminal Corp., a group of investors organized on the assumption that the turn in business has come and that there will be a great demand for modern terminal facilities close to railroads, motor transit and shipping.

The terminal will cover 1,900,000 sq. ft. between the Hackensack River and Lossing, Bancroft and Hemans Ave. Sip Ave., one of the leading highways of Jersey City, crosses the property, which also is bisected by the "highway in the sky" as the Pulaski Skyway is called. About 1,000 ft. will front on the Hackensack River, along which it is planned to construct a series of railroad sidings. Buildings of various types will be constructed and sold to concerns on the pay-as-you-go plan, which will eliminate the use of capital funds in securing permanent homes within the shadow of the New York business market.

The proposed terminal parallels that which the Garibaldi Organization is successfully carrying through in Newark on a 20-acre site bounded by Frelinghuysen, McClellan and Evergreen Aves.

This industrial terminal is the first of its kind in

## STARRETT-LEHIGH BUILDING



**Outstanding** as its dominance over New York's West Side midtown skyline, the STARRETT-LEHIGH BUILDING offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor area, 52,000 to 124,000 sq. feet. Smaller units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

**INVESTIGATE** —learn what satisfied, nationally-known occupants are doing at the

### Starrett-Lehigh Building

West 26th—West 27th Sts.—11th to 13th Avenues

D. R. CROTSLEY, Manager, 601 West 26th Street

Telephone: CHickering 4-5520

### OSWEGO, N. Y.

#### OSWEGO NETHERLAND CO., INC.

Fruits  
Vegetables  
Condensed Milk  
Almonds  
Eggs  
Beer

Modern cooler facilities with ventilation and humidity control. Temperature range, 32-50. Storage-in-transit privileges on onions, condensed milk. Branch office and showroom space.

10-Car Private Siding

Free Switching

West Seneca St.

U. S. Warehouse Act Bonded

Member of NYSR

H. B. Lasky, Treas. & Gen. Mgr.

### ROCHESTER, N. Y.

#### George M. Clancy Carting Co., Inc.

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

In the Center of Rochester

### ROCHESTER, N. Y.

#### THE UPTON COLD STORAGE COMPANY, Inc.

38 Cliff Street

Main 1494

HERBERT B. CASH, President and General Manager

Cooler and Sharp Freezer Service for All Food Products

Fireproof Buildings

Lowest Insurance

Also Merchandise Storage

### SCHENECTADY, N. Y.



#### Schenectady Storage and Trucking

McCormack Highway

Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution

Pool Car Distribution Household Goods Storage and Moving Long Distance Trucking

For the convenience of shippers, this section is arranged geographically

## SYRACUSE, N. Y.

Fireproof Throughout

**FLAGG STORAGE WAREHOUSE COMPANY**

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

Free Switching

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
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Jersey City. Mr. Garibaldi states that virtually every desirable building in Jersey City has been leased or sold and the demand for space exceeds the present supply.

**Camden Tonnage Drops**

Using the facilities of the Camden Marine Terminal, Camden, N. J., last year were 326 ocean-going vessels carrying cargoes totaling 205,926 tons, according to an early January report by J. Alex Crothers, general manager.

The number of ships increased by 12 over the preceding year but the cargo tonnage dropped 24,942 tons under the 230,868 handled in 1937.

A sharp upturn was indicated by the December business, which showed an increase of 7,612 tons over the same month of 1937.

Although the value of the tonnage handled at the Camden terminal had not yet been computed, Crothers estimated it would approximate \$20,000,000 for 1938 as compared with \$22,698,000 for 1937.

Cargoes exported from Camden port increased slightly, while those coming from foreign countries showed a substantial drop, due, Crothers believes, to unsettled business conditions in Europe.

There were 84 inbound ocean-going ships last year as compared with 78 in 1937 and 242 outbound, as compared with 236 in 1937. These do not include barges, lighters and riverboats, which totaled 121 last year.

Of the total cargo tonnage handled at Camden, imports totaled 31,374, as compared with 41,246 in 1937. Export tonnage totaled 13,494 last year, as compared with 12,779 in 1937. Intercoastal tonnage through the Panama canal and to the Gulf of Mexico totaled 101,420 last year, as compared with 106,618 in 1937 and Atlantic coast tonnage was 59,638 against 70,225 in 1937.

**Great Lakes Complaint**

THE attorneys-general of Wisconsin, Michigan, Ohio and Indiana have reaffirmed to the maritime commission their contention that the so-called Great Lakes clause in the contract agreements of the North Atlantic steamship conferences is an illegal domination of the foreign commerce of the Great Lakes. "The basic point of our protest revolves around the definite fact that the trans-Atlantic Associated Freight Conferences give absolutely no direct service to the Great Lakes and are thereby precluded under existing law from any attempt to formulate, regulate or dominate the foreign commerce of the Great Lakes," the attorneys-general submitted in their memorandum which was a response to the general denial to the charges entered last November by James Sinclair, chairman of the Trans-Atlantic Associated Freight Conferences.

Contending that the response made by Mr. Sinclair does not supply a direct answer to the protest of the lakes states, the attorneys-general emphasized to the commission that their original petition "is adequate to justify initiatory action" and requested "that action be taken thereon to give the relief asked for."

The original Great Lakes petition filed last September maintained that the 100 per cent patronage clause of the trans-Atlantic steamship conferences is being illegally made applicable to freight shippers who desire to make use of direct steamship service from Great Lakes ports to Europe. The lakes states requested a ruling by the maritime commission that in the absence of Great Lakes-Europe service by the trans-Atlantic conferences freight shippers should be permitted to patronize available Great Lakes-Europe shipping facilities and at the same time be privileged to move the balance of their European traffic via trans-Atlantic conference lines at conference contract rates.

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MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

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Merchandise Storage.  
Pool Car Distribution.  
Household Goods Storage.  
Low Insurance.

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Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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Long Distance Moving — Pool Car Distribution

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**Union Storage & Transfer Company**

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General Storage—Cold Storage—Household Goods  
Established 1906Three warehouse units, total area 161,500 sq. ft.; of this 29,320 sq. ft. devoted  
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For the convenience of shippers, this section is arranged geographically



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## CLEVELAND, OHIO

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### MAKE THIS MODERN PLANT YOUR CLEVELAND BRANCH.

PRIVATE SIDING ON N. Y. C. R. R. GENERAL OFFICE  
ROUTE STOP-OVER CARS VIA BIG FOUR R. R. 1300 W. NINTH STREET

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RELIABILITY — are found at  
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Located in the New York Central Freight Terminal at Broadway and E. 15th St.

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... HAVE SOMETHING IN STORE for you ...  
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## DIRECT FROM FREIGHT CARS

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Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



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W. R. Thomas, Pres.

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CLEVELAND

11201 Cedar Ave.

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TEL. CHERRY 4170

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Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front  
Most Economical Warehouse and Distribution Services  
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH  
Cleveland's Largest Cold and General Merchandise Warehouse

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IN ALL ITS RAMIFICATIONS STORAGE  
OF  
MERCHANDISE AND ITS DISTRIBUTION

## RAILWAY WAREHOUSES, Inc.

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Surpass Competition in This District  
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### Facilities, Service and Security

Fireproof Sprinklered Warehouses Most Centrally Located and Free from All Traffic Hazards and Congestion

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Established in 1882

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Member of Ohio Warehousemen's Association

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A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF  
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

### Cuban Sugar Imports Lower 1st 11 Mos.

The Commerce Department reports that sugar imports from Cuba have decreased during the first 11 mos. of 1938, as compared with the same period of 1937. Shipments to the United States amounted to 1,643,301 long tons, as against 1,818,767 during the first 11 mos. of 1937. Only 2,696,517 long tons of raw sugar will be allowed as the 1939 quota to be ground. This compares with 2,950,000 long tons last year.

### Hawaiian Sugar Shipments to U.S. Decline

Shipments of sugar from the Hawaiian Islands to Continental United States during the calendar year of 1938 totaled 879,397 short tons against 963,880 tons during 1937, a decrease of 84,483 tons or 8.76 per cent.

During last year, shipments on raw sugar to the east coast of the U. S. totaled 297,975 tons against 349,595 in 1937, while to the west coast went 570,081 against 604,535, the preceding year. Refined shipments, all to the west coast, aggregated 11,341 tons against 9,750 in 1937.

### World Sugar Quotas Remain Same in 1939

The International Sugar Council, composed of 21 producing and importing countries, decided at its London, Eng., conference that because of several uncertain factors, world quotas for sugar exporting countries will remain unchanged in 1939.

The delegates decided the requirements of the world market for the year ending next Aug. 31 would be at least 3,150,000 long tons of sugar from such countries as Cuba, Peru and others which grow more sugar than they consume.

The council cited "large shortfalls in the sugar crops of United Kingdom and other European countries" as making it impossible to estimate exactly what those nations' import needs would be.

Exporting countries were instructed to maintain their last year's quotas, totaling about 3,150,000 long tons. Council figures showed the world market requirements for the year ended Aug. 31 exceeded exports to market by 77,000 tons.

### U.S. Sugar Imports Drop 12.5 Per Cent in 11 Mos.

United States refined sugar exports during the first 11 mos. of 1938 totaled 50,731 long tons, as against 57,970 tons exported during a similar period in 1937.

The decrease in exports over that period was 12.5 per cent. The United Kingdom led the list of countries to which sugar was exported, taking 28,720 tons. Panama and Holland were next.

### Rail Rates Nebraska Cut 20 Per Cent to Meet Truck Level

The Nebraska Railway Commission has authorized railroads operating in the state to make sharp reductions in intrastate rates to meet the current level of truck charges, now 20 per cent below the rail level. It was estimated that about 90 per cent of the shipments would be affected by the reductions, which took effect Jan. 2.

The new rates were approved by a two to one vote. No official notice was taken of a request by the Nebraska Commercial Truckers Assn. for a hearing on the matter. Action by the commission brought to a swift climax petition filed by the railroads for permission to make the reductions. The move was taken

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Consign Your Household Goods Shipments to  
**DAN EDWARDS at COLUMBUS**  
Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding



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Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

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**THE MERCHANDISE WAREHOUSE CO.:** — In the Center of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.  
**SERVICE:** — For the most exacting. No account too complicated. Let us serve you at Columbus.  
**PRIVATE SIDING ON N. Y. CENT. RY.** — 14-car capacity.  
U. S. Customs Bonded



A D T System

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Modern fireproof warehouse for merchandise—Low Insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

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Located in the heart of the wholesale district. Modern fireproof building for merchandise storage. Pennsylvania Ry. Siding — Local Distribution — Pool Car Distribution

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Both Inland and Dock-Side Warehouses.

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Merchandise storage . . . Pool car distribu-  
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Plate Road . . . Free switching . . . Nego-  
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Merchandise and Furniture Storage  
Pool Car Distribution

The only Fireproof Storage Warehouse in Muskogee

Private Siding  
Member N.F.W.A.

Free Switching  
Agent Allied Van Lines

to regain lost business resulting from a reduction in truck rates last February.

The reductions will average about 20 per cent in intrastate movements. The commission stated that no general conference was held with either truckers or railroad representatives prior to approval of the request, but added that several "small" motor operators had expressed approval of the idea.

In their application, the rail carriers asserted that although the new rates represent a "serious reduction," they anticipate increased volume to provide the "much needed revenue."

Exceptions to the reduction are livestock, grain and grain products, sand and gravel, potatoes, beans, cement and brick, which, they said, required further study, due to interstate factors being involved.

Commissioner F. A. Good, the dissenter, said it was "ruthless proceedings to settle the matter instantly, after the railroads themselves had taken 4 mos. to bring it to our attention."

Paul Halpine, secretary of the Truckers' Assn., asserted "I personally am wondering if the application was not speedily approved so that the lower rail rates could become effective before the present truck strike difficulties are completely settled."

"We have met the truck rates," said F. W. Robinson, vice-president in charge of freight traffic of the Union Pacific R. R. "We think shippers should patronize the railroads." He added the roads "will be greatly disappointed" if the reduction does not result in increased revenue.

F. R. Mullen, Burlington general manager, said the purpose of the reduction was to stop "erosion of traffic that has been going on and to bring considerable back to the rails." He pointed out less than carload shipments of freight originating in Omaha dropped from 277,000,000 lbs. in 1917 to 172,000,000 lbs. in 1929, to 37,000,000 lbs. in 1937. "It isn't that the business isn't continuing in Omaha that caused the decrease. The difference represents the freight movement by truck," Mullen said.

**DeLaRama Company Office**

DELARAMA STEAMSHIP CO., INC., which plans a direct service from New York to the Philippines, has opened an office at 17 Battery Place, where Robert F. Suewer, formerly of Lamport & Holt, Inc., is to represent them as manager.



Miss Johnson, I'm transferring you to the shipping department. I want the men down there to stop watching the clock.



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**Commercial Warehouse Co.**

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching 14c. Insurance rate



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1889-1939

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Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
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Lowest Insurance Rates—Sprinkler Equipped

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Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH

**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

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U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution  
of All Commodities

Agents: Universal Transcontinental Freight Service

OKLAHOMA CITY, OKLA.



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Brick and Concrete Construction Building, Strictly Fireproof—Automatic Sprinkler System. Insurance Rate 11.4c. Santa Fe Siding Conveniently located in Downtown Industrial and Retail districts.

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TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

For the convenience of shippers, this section is arranged geographically

## BETHLEHEM, PA.



**Lehigh and New England Terminal Warehouse Co.**  
15th Avenue, North of Broad Street, Bethlehem, Pa.

Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Sidings  
LEHIGH & NEW  
ENGLAND R. R.

500,000 CU. FT. COLD STORAGE  
200,000 SQ. FT. DRY & HOUSE-  
HOLD STORAGE

## HARRISBURG, PA.



**Pool Cars**  
Efficiently  
Handled  
Merchandise  
and  
Household  
Goods Storage

**HARRISBURG STORAGE CO., Harrisburg, Pa.**  
P. R. R. Sidings Agent for Aero Mayflower Transit Co.  
American Warehousemen's Association, Mayflower Warehousemen's  
Association, Penna. Furniture Warehousemen's Association, Penna.  
Warehousemen's Association, American Chain of Warehouses

## HARRISBURG, PA.

**KEYSTONE WAREHOUSE**  
GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR  
PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

## HAZLETON, PA.

**KARN'S STORAGE, INC.**  
MERCHANDISE WAREHOUSE L.V.R.R. SIDING  
Storage in Transit Pool Car Distribution  
Packing — Shipping — Hauling  
Fireproof Furniture Storage  
Est. 1915 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

## LANCASTER, PA.

**Keystone Express & Storage Co.**  
STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods  
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## LANCASTER, PA.

**LANCASTER STORAGE CO.**  
LANCASTER, PA.  
Merchandise Storage, Household Goods, Transferring,  
Forwarding  
Manufacturers' Distributors, Carload Distribution, Local  
and Long Distance Moving  
Members May. W.A.—P.F.W.A.

## PHILADELPHIA, PA.

Est. over 50 years.  
**FENTON STORAGE CO.**  
Absolutely Fireproof 46th and Girard Ave.  
Cable Address "Fenco"  
P. R. R. Siding  
Storage, moving and distribution of household goods and merchandise

## PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**  
General Offices—1811 Market St.  
Agent for Allied Van Lines, Inc.  
Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.  
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

## PHILADELPHIA, PA.

**GALLAGHER'S WAREHOUSES**  
Executive Offices—708 So. Delaware Ave.  
General Merchandise Storage and Distribution  
U. S. Bonded and Free Stores  
Carload Distribution  
Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for  
city and suburban deliveries

## PHILADELPHIA, PA.

2,100,000 Square Feet  
**MERCHANTS WAREHOUSE CO.**  
10 Chestnut St. Phone: LOM. 8070  
11 modern buildings in leading business sections. Served by  
all R.R.'s. Loading and unloading under cover. Storage-in-  
transit privileges. Goods of all kinds, bonded and free.  
One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

## PHILADELPHIA, PA.

BUELL G. MILLER, President  
**MILLER**  
North Broad Storage Co.  
BROAD & LEHIGH & BRANCHES  
Member P.M.T.A., C.F.M.A. of Pa.

## News of New Orleans

A VISIT to the port of New Orleans easily provides a multiplicity of interesting impressions. The uniform modernity of the physical plant whose sweeping spread for nearly 15 miles along the Mississippi River provides every needful facility for handling of the commerce of the Mississippi Valley, give New Orleans high rank as a gateway for world commerce.

Government improvements have provided channel drafts throughout the 114 miles from the passes on the Gulf of Mexico to New Orleans proper of 35 ft. minimum, giving access to the port by the largest of freight carrying vessels and the intermediate sizes of passenger liners.

Under the auspices of the board of commissioners of the port of New Orleans, an agency of the state of Louisiana, the port has been provided with six miles of wharves, steel sheds, warehouses, a grain elevator of 2,600,000 bushels storage capacity and other facilities. The public wharves under the direction of the dock board have an area of 6,940,000 sq.ft. of which 4,985,000 sq.ft. are covered with steel sheds. These port facilities represent a cost of approximately \$30,000,000.

For the accommodation of steamship lines regularly using the port as well as for tramp vessels the New Orleans dock board has provided 31 steel sheds, totaling 28,478 linear feet and in addition 3,933 ft. of open wharves, 2,090 ft. of wharf at the public grain elevator

# Key Center of the Big Eastern Market



## MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

**13** large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

*Special accommodations for household goods shipments.*

WRITE FOR PARTICULARS

## TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount  
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0966  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

and 2,003 ft. at the cotton warehouse, a total of 36,504 linear feet of wharf front. Incidentally the public cotton warehouse at New Orleans is the largest of its kind and provides 33 acres of storage space.

In addition to the wharf frontage under control of the New Orleans dock board, the port has available 11,966 linear feet of dock facilities controlled by the rail lines of which the Stuyvesant docks of the Illinois Central system are the most important. The Stuyvesant docks, located in the heart of the New Orleans commercial district, are approximately a mile in length. This Illinois Central facility figures importantly in the commerce of the port through providing three modern warehouses, two 1,200 ft. in length and the third 2,000 ft. long, which are utilized for the storage and distribution of general cargo and particularly for nitrates and other fertilizers in bulk.

The Stuyvesant docks are served by two marginal tracks each 465 ft. in length and from which export and import freight is handled direct between ship and car.

In the course of the year numerous vessels either discharge or receive full cargoes at the Stuyvesant docks, free wharfage being given and traffic exempted from tollage.

An important feature of the New Orleans waterfront is its vast automatic sprinkler system. The port is conceded to have one of the best fire protection systems in the country. In addition the city fire department has access to all wharves and the dock board maintains two huge fire tugs.

## Waterborne Tonnage at Port Newark Increases

Waterborne tonnage at Port Newark, N. J., increased 35 per cent in Dec., 1938, as compared with the corresponding 1937 month, according to recent announcement. It was pointed out that the recent move-

## PHILADELPHIA, PA.

## 22 Modern Warehouses

**CENTRALLY LOCATED** in all leading business sections . . . close to piers . . . direct connections with all R.R.'s . . . and our own fleet of 22 modern transports.

**OVER 1,000,000 Sq. Ft.** of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

**SHIPPING** to and from all eastern markets and world ports.

**WRITE** for particulars regarding many valuable services offered.

## PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses  
American Warehousemen's Association (Merchandise Division)  
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954  
J. W. Terrelorte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496



## PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.

**Merchandise Storage & Distribution**

Members A. W. A.

## PITTSBURGH, PA.

Established 1911

**EXHIBITORS' SERVICE COMPANY**

West Gen. Robinson &amp; Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—  
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—84  
Company Owned Vehicles—Steel and Concrete Terminal  
Cooling Room Space for Perishables.

## PITTSBURGH, PA.

**Ed Werner Transfer and Storage**  
1917-19 Brownsville Road Pittsburgh, Pa.**Household Goods Storage**

Consign shipments via PRR—Lake Erie RR—B & O RR  
Long Distance Moving

Agents for Allied Van Lines, Inc.  
Member of N.F.W.A.

## PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

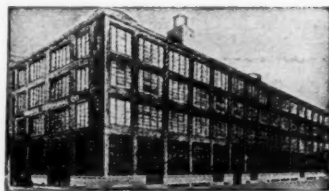
Thomas White

Owner and Manager

**WHITE TERMINAL CO.**

16th-17th and PIKE STS.

IN THE HEART  
OF THE  
PITTSBURGH  
JOBING  
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

**STORAGE-IN-TRANSIT PRIVILEGE**Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

## SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE POOL CARS  
MERCHANDISE STORAGE PACKING  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

ment of inbound cargo from foreign countries has been particularly heavy. During the month 87,557 tons of lumber and general cargo were moved in or out of the port, as compared with 64,545 tons in Dec., 1936.

**General Electric Plans Modern Building for Chicago Office**

General Electric Co. has purchased 77,000 sq. ft. of land for the erection of a modern building to house its Chicago headquarters.

An expenditure of approximately \$2,500,000 is involved in the project, of which about 20 per cent represents investment in the land. The site occupies the block bounded by So. Canal, So. Clinton, West Cabrini and West Arthington Sts.

Work will soon be commenced on the building, which will provide space for the General Electric sales office, warehouse and service shop, General Electric Supply Corp., R. Cooper, Jr., Inc., and other associated interests.

Title to the property will be in the General Electric Realty Corp. of Schenectady, N. Y., which will supervise the design and construction of the building. The site is adjacent to the tracks of the Chicago, Burlington & Quincy R.R., and company officials believe that it will permit the company and its associates to continue and improve service to the electrical interests in the central west.

**Philadelphia Gains in Freight Traffic**

Of the coastal ports of the United States, the Port of Philadelphia ranks next to New York in tonnage handled, a review of the improvement of the Delaware River, prepared by the U. S. Engineers of the War Department states. The total foreign, intercoastal and coastwise traffic of the Delaware River increased from 10,967 vessels with net registered tonnage of 12,579,161 tons in 1906 to 17,536 vessels with 39,370,222 net registered tonnage in 1937, it reports.

During the last 16 yrs. these vessels have carried increasingly larger cargoes, the total foreign and domestic commerce in 1922 being 22,820,521 net tons, as compared with 38,940,292 net tons for 1937. The value of the commerce for 1937 was \$1,210,973,182, and the customs receipts therefrom were \$30,042,609. The total cost of improving the Delaware, including 1937, has been \$67,000,000, and the comment is made that "In 1 yr. alone the custom receipts were 44.8 per cent of the cost to the Federal Government of providing adequate channels on this waterway."

Improvement of the river at Philadelphia by the Federal Government has "stimulated the construction of wharves and terminals." There are special facilities available on a number of piers for handling heavy loads and bulk cargoes, the report stating, "A crane of 110 tons capacity has recently been installed by the Reading Co. at Port Richmond."



View of the new Rudie Wilhelm Warehouse Co. building on the corner of Northwest 12th and Overton Sts., Portland, Ore. The new two-story reinforced concrete warehouse covering an entire city block is equipped throughout with automatic sprinkler and burglar alarm systems. Located within a few minutes of downtown Portland, the warehouse is served by various major railroads and steamship lines. A fleet of 30 trucks including low-built tractor-type trucks for heavy lift loads, higher built truck bodies for loading and unloading from platforms, light trucks for parcel deliveries, 25-ton machinery trucks and several household furniture vans are in service. Eight trucks can be unloaded at one time.

**SCRANTON, PA.**

**The Quackenbush Warehouse Co.**  
219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE POOL CAR DISTRIBUTION  
D L & W and D & H Sidings  
Member of Allied Distribution, Inc.



**PROVIDENCE, R. I.**

**Terminal Warehouse Company of R. I., Inc.**

Storage all kinds of General Merchandise, Pool Car  
Distribution, Lowest Insurance.  
Trackage facilities 50 cars. Dockage facilities on  
deep water.  
Shipping directions South Providence, R. I.

**UNIONTOWN, PA.**

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

CORNER BEESON BLVD. & PENN ST.  
HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING  
Private Siding B. & O. R.R.

**CHARLESTON, S. C.**

**Charleston Warehouse and Forwarding Corp.**

Merchandise Storage and  
Distribution of Pool Cars  
Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.  
Members of the American Chain of Warehouses, Inc.

**WILKES-BARRE, PA.**

**WILKES-BARRE STORAGE CO.**

General Storage and Distribution  
Prompt and Efficient Service  
Storage-in-Transit and Pool Cars  
19 New Bennett St. Wilkes-Barre, Pa.

**COLUMBIA, S. C.**

Carolina  
Bonded  
Storage Co.



**BONDED**  
COMPLETE STORAGE FACILITIES  
for MERCHANDISE &  
HOUSEHOLD GOODS.

Pool Cars Handled. Household Goods  
Transferred. Long Distance Trucking.  
Member of A.W.A.—MayWA 700 Block College



**WILLIAMSPORT, PA.**

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET  
P. R. R. SIDING  
MERCHANDISE STORAGE AND DISTRIBUTION  
HOUSEHOLD GOODS—DRAYAGE  
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

**GREENVILLE, S. C.**

"The Heart of the Piedmont"

**TEXTILE WAREHOUSE CO.**

Est. 1923 511-13-15 Rhett St.  
GENERAL MERCHANDISE—H.H.G. STORAGE  
Pool Car Distribution—Motor Truck Service  
Low Insurance Rate Private Siding

**PROVIDENCE, R. I.**

**CADY MOVING & STORAGE CO.**

FIREPROOF WAREHOUSE  
Storage, Moving, Shipping  
80-90 Dudley St.  
Member National Furniture Warehousemen's Assn.  
Agents for Allied Van Lines, Inc.



**KNOXVILLE, TENN.**

**FIREPROOF STORAGE & VAN COMPANY, Inc.**

201-211 Randolph St., Knoxville, Tennessee  
135,000 square feet on Southern Railway tracks.  
Equipped with Automatic Sprinkler  
Insurance at 13c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittances  
Pool Cars distributed. made.  
MEMBER American Warehousemen's Ass'n  
PROMPT AND EFFICIENT SERVICE

**PROVIDENCE, R. I.**

**JONES WAREHOUSES, INC.**

**FIRE-PROOF**  
Moving—Packing—Shipping  
Office, 59 Central St.  
Member Mayflower Warehousemen's Assn.

**MEMPHIS, TENN.**



S. S. DENT, Pres.  
**General Whse. & Dist. Co.**  
435 So. Front St.

"Good housekeeping, accurate records,  
Personal Service"  
Located in the center of the Jobbing &  
Wholesale District  
Sprinklered Low Insurance  
Private R. R. siding Perfect service

**MEMPHIS, TENN.**

Secy. and Treas. W. H. DEARING

**John H. Poston Storage Warehouses**

ESTABLISHED 1894  
671 to 679 South Main St.  
Insurance Rate \$1.26 per \$1,000 per Annum Distribution a Specialty  
Represented by ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 4-0088 1525 NEWBERRY AVE. MON 1531

**MEMPHIS, TENN.**

H. K. HOUSTON, Pres. B. T. GRILLS, Gen. Mgr.

**UNITED WAREHOUSE & TERMINAL CORP.**

Warehouse No. 1 Warehouse No. 2  
137 E. Calhoun Ave. 138-40 St. Paul Ave.  
Memphis, Tennessee  
Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space.  
In the heart of the wholesale district and convenient to Rail, Truck and express  
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reciprocal switch-  
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

**Centennial of Express  
Service**

Express service in the United States will be 100 yrs.  
old on March 4. Its foundation was laid a century  
ago on that date when W. F. Harnden, the nation's  
"first expressman" began carrying packages between  
Boston and New York in a carpetbag.

This slender but determined young man, only 26 yrs.  
old, was not deterred by limited facilities for travel.  
Four times a week, he made the arduous journey by  
train, stage coach and steamboat, until his "package  
express" gained public acceptance. His enterprise a  
success, he established the first express company in  
the country, but he had many competitors.

Even before Harnden died in 1845, when he was

For the convenience of shippers, this section is arranged geographically

NASHVILLE, TENN.

124 FIRST AVE. N.

**BOND, CHADWELL CO.**

MERCHANDISE  
WAREHOUSE.  
RAIL, TRUCK  
AND RIVER  
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

**The PRICE-BASS CO.**

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and  
Pool Car Distribution—Private Siding



AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Uni-

versal Cartloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehouse-

men's Association—American Chain of Warehouses



BEAUMONT, TEXAS

**TEXAS STORAGE COMPANY**

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods

Warehouse, Concrete Construction

30,000 Sq. Ft. Distribution of Pool Cars

Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

CORPUS CHRISTI, TEXAS

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.  
May Crocker—Sec. & Treas.

**CROCKER**

TRANSFER AND STORAGE CO., Inc.

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Automatic Sprinkler System

Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.

Agent for Allied Van Lines, Inc.

CORPUS CHRISTI, TEXAS

J. R. McCray, Pres.

**McCray Transfer & Storage Co.**

1219-1223 GAVILAN STREET

MDSE. & HOUSEHOLD GOODS DISTRIBUTION

BONDED WAREHOUSE - - - 32,000 sq. ft.

Nation-Wide Movers Under Our Own Permits  
We Practice Reciprocity

DALLAS, TEXAS

**In Dallas It's Binyon-O'Keefe**

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven trunk line railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Dallas



Associated with Distribution Service, Inc.

DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof

Construction—

Office, Display,

Manufacturers,

and

Warehouse Space

Operators of Lone Star

Package Car Company

(Dallas Division), Daily

service via rail from St.

Louis and C.F.A. terri-

tory to all Texas points.

Semi-weekly service via Morgan Steamship Line

from New York and Seaboard territory to all Texas

points. H & N T Motor Freight Line, serving South, Central

North Texas and Oklahoma.

MEMBERS: A. W. A., N. F. W. A., American Chain of Warehouses

Southwest Warehouse & Transfermen's Assn. Rotary Club



DALLAS, TEXAS

**Interstate-Trinity Warehouse Company**

a merger of  
INTERSTATE FIREPROOF STOR-  
AGE & TRANSFER COMPANY  
and

DALLAS-TRINITY WAREHOUSE  
COMPANY

301 North Market Street,  
Dallas

Merchandise Storage and Distribution

Household Goods Storage, Moving &

Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy



Represented by ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON.5531

33, he saw two of his former employees, Henry Wells and Alvin Adams, inaugurate their own expresses and push them rapidly to the west and south on early railroads and any other means of conveyance available. At Buffalo, Wells joined with William F. Fargo, to form one of the most famous partnerships in transportation history, organizing several of the companies which endured for three-quarters of a century afterwards. Vying with them, Adams' express likewise reached into new territory.

Most dramatic were the achievements of Wells and Fargo during the pioneering era of the West. The saga of their famous company during "The Days of 'Forty-Nine," their overland coach lines and the Pony Express is preserved forever in the early history of California.

When after the Civil War, the nation made tremendous commercial strides and vast railway construction followed, the express companies increased in number and scope, became closely identified with the railroads and served all communities, large and small, which they reached. Unification of express service was effected during the World War and in March, 1929, was taken over by the Class I railroads of the country, through the Railway Express Agency.

Thus, a transportation enterprise which started in Harnden's carpetbag 100 yrs. ago, has become a vital expedited transportation system of nationwide extent, handling over 140,000,000 shipments annually, comprising a wide variety of the nation's most important traffic, by both air and rail.

Today, Railway Express operates on 213,000 miles of railway lines; conducts a high-speed air express service on 35,000 miles of airlines and maintains 23,000 offices. It likewise provides employment, for 57,000 men and women and uses 11,000 trucks.



### Decline in Cargo Out of Texas Ports

Movement of cargo through the ports of Galveston, Houston, Dallas and Freeport, all in the twenty-second customs district, totaled \$4,657,024.71 during 1938, as compared with \$6,257,006.75 during the preceding year, according to Fred C. Pabst, collector for the district. Cotton exports through the port of Galveston declined drastically, but grain exports gained from 17,920,055 bushels to 37,987,144 bushels. Absence of grain imports through Houston accounted for much of the decline through that port—from \$3,289,776.64 in 1937 to \$2,023,023.38 in 1938. Movement of liquors, structural steel and oil pipe is expected to boost receipts during 1939, however.

Approximately one-fourth of the receipts at the port of Corpus Christi for the last year was accounted for by imported liquors. Collections increased from \$80,000 in 1937 to \$170,000 in 1938.

The port of Brownsville increased its total tonnage from 54,647 tons to 94,702 tons. Exports of grapefruit juice accounted for 25,000 tons of outbound cargo, while 16,000 tons of cotton moved out into foreign channels.

Nearly 5,500,000 bushels of grain were exported through the port of Texas City during 1938, including 60,000 bushels of corn to Antwerp; 176,500 bushels of wheat and 128,571.24 bushels of corn to Avonmouth; 348,571.24 bushels of corn to Hamburg; 80,000 bushels of wheat to Havre; 651,033.20 bushels of wheat to Land's End; 188,000 bushels of wheat and 120,000 bushels of corn to London and Hull; 2,984,800 bushels of wheat to Queenstown, 336,000 bushels of corn to River Weser; 76,000 bushels of wheat, 141,428.32 bushels of corn and 8,534.06 bushels of rye to Rotterdam; and 193,760 bushels of wheat to Sharpness.

### Attractive Program for Cold Storage Convention at Dallas

The 48th annual convention of the American Warehousemen's Assn. and the Association of Refrigerated Warehouses, will feature at their joint opening session at the Adolphus Hotel, Feb. 15, Dallas, a talk by an official of the wage and hour division, United States Department of Labor. He will speak on the Fair Labor Standards Act of 1938. A report of the activities of the U. S. Chamber of Commerce will also be made at this session. An effort is being made to have Dr. Virgil Jordan of the National Industrial Conference Board, New York City, address the meeting.

At the Refrigerated Warehousing session on Friday, addresses will be made by:

Prof. R. W. Woolrich, dean of engineering, University of Texas, whose subject will be "Cold Storage in the Re-adjustment of Our National Economic Life."

Dr. Mary E. Pennington, New York City, whose subject will be "The Application of Gas Storage (Carbon Dioxide) to the Preservation of Perishable Food Commodities."

Roy M. Hagen, California Consumers Corp., Los Angeles, whose subject will be "Processing and Freezing of Fruit Juices."

William Broxton, U. S. Department of Agriculture, whose subject will be "Reports of Cold Storage Holdings of Frozen Fruits and Vegetables."

In addition to the foregoing second day session, there will be an open forum for discussion of topics suggested by members.

### DALLAS, TEXAS

## SPECIALIZING

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION

SERVING THE GREAT  
SOUTHWEST AREA  
EVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT



KOON-McNATT STORAGE & TRANSFER CO.  
911 MARION ST.



CONTRACT OPERATORS  
FOR ALL RAIL LINES AND  
UNIVERSAL CARLOADING  
& DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight  
Handled Monthly for Dallas  
Shippers



### DALLAS, TEXAS

A Complete Merchandise Warehouse Service

COLD STORAGE—MERCHANDISE STORAGE  
YARD STORAGE—RENTALS

**MAAS-MORGAN WAREHOUSE, INC.**

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The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

### DALLAS, TEXAS

## Merchants Cold Storage of Dallas

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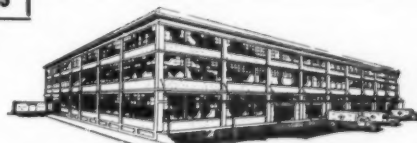
470,000 Cu. Ft. Cold Storage Space  
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and  
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The Southwest's Warehouse of Service  
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POOL CAR DISTRIBUTION, AIR-CONDITIONED  
OFFICE SPACE

**Texas and Pacific  
Terminal Warehouse Co.**

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(See Companion Service Under Ft. Worth Listing)

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"Bankers of Merchandise"  
"Service With Security"

**International Warehouse Co., Inc.**

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El Paso, Texas

Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos  
& Merchandise. State and Customs Bonded.  
Private Truckage—T. & P. and So. Pac. Rys.  
Pool Car Distribution—Motor Truck Service.  
Incorporated in 1920

Members—NFWA—SWTA—Agent for Allied  
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For 60  
Years

**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.

For 60  
Years



For the convenience of shippers, this section is arranged geographically

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Merchandise and Household Goods, Storage, Cartage and  
Pool Car Distribution  
Member of M.W.A.

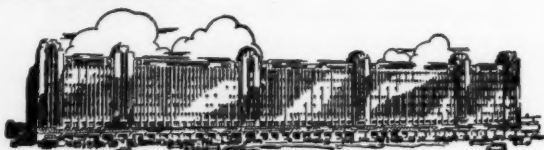
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**A Complete Merchandise Warehouse Service**  
MERCHANDISE STORAGE — COLD STORAGE — POOL  
CAR DISTRIBUTION — FRISCO R.R. SIDING  
MODERN — FIREPROOF WAREHOUSE  
JOHNSON STORAGE & DISTRIBUTING CO., INC.  
AND  
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## FORT WORTH, TEXAS

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## FORT WORTH, TEXAS



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
POOL CAR DISTRIBUTION, OFFICE DISPLAY  
AND WAREHOUSE SPACE  
**Texas and Pacific**  
**Terminal Warehouse Co.**  
(See Companion Service Under Dallas Listing)

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**  
Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.  
Service Covers the Lower Rio Grande Valley

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**BINYON-STRICKLAND**  
**WAREHOUSES, INC.**  
Merchandise Storage — Pool Car Distribution  
Centrally Located — Lowest Insurance Rate  
Private Siding Southern Pacific Ry. Co.  
Goliad & Morin Sts. Houston

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MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE AND POOL CAR SERVICE  
OFFICE AND DISPLAY SPACE  
**O. J. UMBERFIELD,**  
BRANCH MANAGER

## Consolidated Granted Grandfather Right

The Consolidated Freight Lines, Portland, Ore., was recently granted a "grandfather" certificate to haul general commodities and certain specific commodities over regular and irregular routes in Oregon, Washington, California, Nevada, Idaho, Montana, North Dakota and Minnesota by Div. 5 of the Interstate Commerce Commission. It also granted the carrier a new certificate authorizing transportation of general commodities between Arlington, Vale, John Day and Canyon City, Ore.

According to the decision in the Consolidated case, Congress, in directing the I.C.C. to specify the routes to be used by motor carriers, intended to restrict motor lines to specific highways.

Consolidated contended "routes" and "highways" were not synonymous under the Motor Carrier Act. It urged that "route" means a series of shipping points, at which, to which, or from which, shipments are made or received, and that various highways were merely the means of getting to these points.

The carrier, under this theory, claimed "grandfather" authority to use all highways running between points which it served, and contended that it should not be restricted to highways used on the "grandfather" date.

Rejection of this theory by the Division corresponded with recommended findings of Examiner Albert E. Stephan in a report submitted last summer.

"The term 'route' is not defined in the Act," the Division stated, "but 'highway' is defined in section 203 (a) (12) as 'the roads, highways, streets and ways in any state.'"

"In our certificates we have described routes in terms of particular highways, just as railroad routes, under Part 1, are described in terms of particular lines of railroad.

"Clearly it is contemplated that where specified points are to be observed, the 'routes over which' the service is to be rendered shall also be named, and we know of no way of describing routes for motor carriers except in terms of highways."

The Division did not comment on Examiner Stephan's recommendation that Consolidated be "prosecuted to the full extent of the law" for certain alleged "willful violations" of the Act. In denying the carrier "grandfather" authority to operate between Miles City, Mont., and Marmarth, N. D., however, the Division stated the operation was begun without I.C.C. authority after the "grandfather" date, and Consolidated was "aware that the unauthorized operations were in violation of the Act."

## Wisconsin Warehousemen Pass Legislative Program

The Wisconsin Warehousemen's Assn. at its semi-annual meeting Jan. 5 at the Knickerbocker hotel, Milwaukee, unanimously approved the legislative program submitted by Paul H. Paulsen, counsel for the organization, and recommended by its law and legislative committee and board of directors.

Reports were made at the meeting by Anthony L. Fischer, president; T. W. Willard, secretary; E. F. Homuth, treasurer; Harvey S. Paull, vice-president of the cold storage division; W. A. Erasmus, chairman, law and legislative committee; C. H. Shankus, chairman, transportation committee; Herbert G. Rummel, chairman, insurance committee and R. M. Leicht, chairman, ports and terminals.

A letter from the association to Gov. Julius P. Heil protesting the practice of the Wisconsin State Fair board in accepting commercial auto storage in direct competition with tax-paying storage warehouses in Milwaukee at reduced rates was read by H. L. Ashworth, business manager of the association.

### Chattanooga Transfer & Storage Opens Warehouse Store

Chattanooga Transfer & Storage Co., Chattanooga, Tenn., has opened a furniture department in its warehouse at 917 Carter St. It will operate on an all-cash basis, offering in addition a lay-by plan. Frank Nuckolls, who has been connected with the retail furniture business in Chattanooga for a number of years, is manager of the new store.

### Paper Plant for Jacksonville

Preliminary plans are in progress for construction at Jacksonville, Fla., of a paper manufacturing plant to cost more than \$1,000,000 by the A.P.W.Co., Albany, N. Y.

### 48-Hr. \$39 Settlement in Boston Truck Strike

Settlement of the Boston truckmen's strike has been reached. Members of Local 25 voted on a compromise agreement of \$39 for a 48-hr. week as against the strikers' demand for \$40 for a 40-hr. week. Another feature is that overtime will begin at the end of each 8-hr. day.

### Oklahoma Use Tax Refund Ordered on "Foreign" Lumber

In a case that may prove important by pointing the way for additional similar suits, the Liberty Glass Co., Sapulpa, Okla., was recently awarded judgment against the Oklahoma Tax Commission for illegally collected taxes.

In district court in Oklahoma City, the tax commission was ordered to refund \$1,850.16, payments made under protest by the glass company for use tax in 1937 and in May, 1938, on lumber purchased outside the state.

The use tax act, which went into effect June 1, 1937, was enacted to place a levy on out-of-state purchases amounting to \$100 or more any month.

The glass company, which operates the only exclusive milk bottle plant west of the Mississippi and east of the Rockies, contended that the lumber, which was used for making crates in which bottles are shipped, was "bought for resale," and therefore, according to the law, should be exempt from use tax.

Judge Hooker's decision hinged on the fact the company makes an extra charge for the crate on each shipment and pays the 2 per cent state sales tax (called a consumer's tax) on crates used in shipping to points within the state. The company's trade territory includes 25 central and western states, and shipments are also made to Cuba. On interstate shipments, the tax commission receives no consumer's tax on crates.

Collection of the use taxes in this instance by the tax commission was based on interpretation of the law by C. C. Brown, state tax commissioner, who, on Jan. 21, 1938, issued two orders with the force of law, constituting "Supplemental Rules and Regulations Governing the Collection and Remission of Taxes levied by the Use Tax Act, 1937, on the Purchase of Containers for Use in this State." (Order No. 3393); and "Supplemental Rules and Regulations Governing the Collection and Remission of Taxes levied by 'The Consumer's and User's Tax Act, 1937,' on the Sale of Containers." (Order No. 3392).

The paragraph in Order No. 3393, pertinent to the Liberty Glass company case, on which the Tax commission based contention to the right to collect Use tax on the crating lumber, is as follows:

"The purchase price of containers purchased in another state and brought into Oklahoma and which are ordinarily used by the manufacturer, wholesaler, or jobber for the purpose of shipping or delivering tangible personal property sold for resale, although such containers may be delivered with the tangible

### HOUSTON, TEXAS

#### Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

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General Storage Cold Storage U. S. Custom Bonded  
Pool Car Distribution  
Office Space Display Space Parking Space  
Lowest Insurance Rate

New York Representative  
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#### PATRICK TRANSFER & STORAGE CO.



Merchandise and Household Goods Storage  
Pool Car Distribution  
Shipside and Uptown Warehouses  
Operators—Houston Division  
Lone Star Package Car Co.

1302 Nance St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.  
State and Local Assn.

### HOUSTON, TEXAS

#### T. P. C. Storage & Transfer Company, Inc. Commercial Storage

OFFICE SPACE PARKING SPACE  
MANUFACTURERS' AGENTS  
POOL CAR DISTRIBUTION

### HOUSTON, TEXAS

#### UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution  
— U. S. Customs Bonded —  
— Office Space —

New York Representatives:  
DISTRIBUTION SERVICE, INC.  
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DISTRIBUTION SERVICE, INC.  
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Members A.W.A. and State and Local Associations.

### HOUSTON, TEXAS



**Wald Transfer & Storage Co., Inc.**  
BONDED FIREPROOF WAREHOUSES  
MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTION  
RECEIVERS' AND SHIPPERS' AGENTS  
EXPERIENCE—SERVICE—RESPONSIBILITY  
Member of May, W. A.—Houston T. & W. A. and  
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### HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

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OVER 50 YEARS IN HOUSTON



Fireproof Warehouses  
Merchandise & Household Goods Storage—Pool Car Distribution—  
Lift Van Service—28 car lengths of truckage.  
Agent for Allied Van Lines, Inc. Members N. F. W. A.  
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Bonded  
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SORTING AND BOXING  
DISTRIBUTION OF POOL CARS  
TRANSFERS HOUSEHOLD GOODS

1000-1020 Fort Worth Ave.

For the convenience of shippers, this section is arranged geographically



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331 Burnett Street

**MERCHANDISE EXCLUSIVELY**Pool Car Distribution—Complete Service  
Distribution—Storage—Drayage  
Inquiries Solicited

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**MERCHANTS**  
TRANSFER & STORAGE CO.Complete Storage and Distribution Service  
over 50 years of satisfactory service  
Member of A.W.A.—N.F.W.A.—S.W.A.

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**Muegge-Jenull Warehouse Co.**  
BONDED FIREPROOFPOOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE  
Dependable Service Since 1913

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

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COLD STORAGE . . . . . CARTAGE  
DISTRIBUTION  
INSURANCE RATE . . . . . 10c  
Members of 4 Leading Associations

## SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER & STORAGE CO.**Specialists in Merchandise Distribution  
FIREPROOF BONDED STORAGE  
U. S. Customs Bonded Warehouse—  
Cartman's Permit No. 1

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

## VICTORIA, TEXAS

Specialists In

General Merchandise Storage—  
Forwarding—Pool Car DistributionPublic bonded warehouses in Corpus Christi on Sou. Pas. and Harlingen on Mo.  
Pas. R.R.'s. Common carrier motor freight service for Houston, San Antonio, Austin,  
Hobbsville and Rio Grande Valley. Export handling. S.W.A. members.  
**ROBINSON WAREHOUSE & STORAGE COMPANY**  
General Offices: 1500 Tiger St., Corpus Christi

## WICHITA FALLS, TEXAS

Our 18th Year

**Tarry Warehouse & Storage Co.**

J. P. TARRY, Owner

Wichita Falls Fireproof Warehouse  
Motor Freight Service to All Territory

personal property to the ultimate consumer or user, is subject to the Use tax when purchased by manufacturers, wholesalers, jobbers, or others who use or consume them in making delivery of tangible personal property. Examples of this type of container are crates, packing cases, excelsior, bale bindings, cartons in which several bottles, cans or packages are shipped, etc."

The exception listed in the same order by the Tax commission, which the commission contended did not apply in the Liberty Glass company's case, is as follows:

The purchase price of containers purchased in another state and brought into Oklahoma by manufacturers, jobbers, packers, or others who use such containers in packing, or packaging, tangible personal property for resale, is not subject to the Use tax, provided the tangible personal property so packed, together with the container, is sold by such manufacturer, jobber, packer, or others to retailers for the purpose of resale to the consumer in the same packed or packaged condition as when received by the retailer."

Order No. 3392 contained a paragraph, apparently placing a consumer's (or sales) tax on the crates, and such a tax has been paid without question by the Liberty Glass company on crates used for intrastate shipments. The pertinent paragraph in Order 3392 is as follows:

"The gross proceeds derived from the sale of containers that are ordinarily used by the manufacturer, wholesaler, or jobber for the purpose of shipping or delivering tangible personal property sold for resale, although such containers may be delivered with the tangible personal property to the ultimate consumer or user, are subject to Consumer's Tax when sold to manufacturers, wholesalers, jobbers, or others who use or consume them in making delivery of tangible personal property. Examples of this type of container are crates, packing cases, excelsior, balebindings, cartons in which several bottles, cans or packages of merchandise are shipped, and burlap sacks in which rugs and carpets are shipped, etc."

Apparently neither the Tax commission nor the glass company contended the exception listed in Order No. 3392 applied to crates used in intrastate shipments. This exception is as follows:

"The gross proceeds derived from the sale of containers to manufacturers, jobbers, packers, or others who use such containers in packing or packaging tangible personal property for resale, are not subject to the Consumer's Tax, provided the tangible personal property so packed, together with the container, is sold by such manufacturer, jobber, packer, or others to retailers for the purpose of resale to the consumer in the same packed or packaged condition as when received by the retailer."

**Decrease in New  
Freight Cars**

Class I railroads of the United States in 1938 installed 18,517 new freight cars in service, a decrease of 56,541 when compared with 1937 and a decrease of 25,424 compared with 1936.

New steam locomotives in 1938 numbered 164, compared with 373 in 1937 and 87 in 1936. New electric and Diesel locomotives installed in 1938 totaled 118 compared with 77 in 1937 and 34 in 1936.

New freight cars on order on Jan. 1, 1939, totaled 5,080 compared with 4,355 on Dec. 1, 1938, and 7,947 on Jan. 1, 1938.

New steam locomotives on order on Jan. 1, 1939, totaled 30 compared with 17 on Dec. 1, 1938, and 131 on Jan. 1, 1938. New electric and Diesel locomotives on order at the beginning of this year totaled 41, contrasted with 39 on Dec. 1, last, and 30 at the beginning of 1938.

New freight cars and locomotives leased or otherwise acquired are not included in the above figures.

### Chicago Firm to Sell Foods for Trade

The National Food Manufacturers' Representatives, Inc., has been organized to operate nationally in taking over the selling activities of its clients and to secure wide distribution of their products with a minimum expenditure of time and money.

The company offices are at 130 North Wells St., Chicago. Close connections will be established with representative food brokerage firms in various sections of the country, as well as with some of the leading wagon distributors. In some instances the company will handle marketing of products direct through its own organization.

The first firm to enlist under the plan is the New England Products, Inc., Evanston, Ill., manufacturer of vegetable seasonings.

The company is headed by Frank E. Bruton, who has been identified previously with several of the largest firms in the country in the food line. He was with the Borden Sales Co., cheese division, and prior to that worked out of the New York and Chicago offices of General Foods, Inc. He also had charge of the New York office of the Pabst Corp., and was division manager of Peet Brothers before that firm entered the merger now known as Colgate-Palmolive-Peet Co. His most recent activity was organizing and building the All American Foods, Inc., outstanding wagon distributing organization in Chicago.

### New Tanner Warehouse at Richmond, Va.

The new storage plant of Tanners' Transfer & Storage has been opened at Hamilton St. and Loumour Ave., Richmond, Va. It is of brick and cement construction and is featured by private and individual storage spaces for customers. The plant is entirely heated by gas. Other features include a showroom for used furniture display. The company was organized in 1922 and was formerly located at 1805 High Point Ave.

### Norfolk-Richmond Truck Services Denied

The Virginia State Corporation Commission dismissed applications made by two truck lines for certificates to operate freight service between Richmond and Norfolk, Va., as common carriers on Jan. 17, on technicalities called to the attention of the commission by counsel for two objecting railway lines.

D. D. Jones Transfer Co. and the Old Dominion Freight Line, the applicants, already operate motor freight service between the two cities as contract carriers in the state which restricts them to hauling for not more than two shippers at one time. They sought to be classed as common carriers which would permit them to haul for any number.

The Jones company's application in which case evidence was being taken at a meeting of the commission in Richmond was abruptly ended when Eppa Hutton IV, representing the Seaboard Air Line Railway, motioned for dismissal on the ground that the motor carrier company's charter specified that it was organized only to do business as a contract carrier. Immediately other objectors joined Hutton in his motion.

The application of the Old Dominion Line was rejected when Col. David H. Leake, counsel for the Chesapeake & Ohio Railway moved to dismiss on the contention that the application was incorrectly drawn in that it did not specify over which routes the company intended to haul freight.

Col. Leake contended that he and other objecting counsel would be unable to defend their clients against the application for paralleling freight carrier service

### OGDEN, UTAH

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Warehousing in all its branches

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Ogden is the Gateway to the Inter-mountain West

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Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

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Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space  
Insurance Rate 14 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

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Represented by  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

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Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.

Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for loans in storage. Free P. & D. service over rail and truck lines.

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## REDMAN VAN & STORAGE CO.

60,000 square foot exclusive Household goods Fireproof warehouse. Our own vans anywhere in West. Complete service.

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"This is the Place"

FOR BETTER SERVICE

## SECURITY STORAGE & COMMISSION CO.

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Over 32 Years' Experience

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
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SHIPPERS

In the event of fires or strikes at home, stocks in warehouses close to the market make it possible to serve customers without interruption.

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HOUSEHOLD AUTOMOBILE STORAGE MERCHANDISE  
**NEW-BELL STORAGE CORPORATION**  
 NORFOLK, VIRGINIA  
 MODERN SPRINKLER EQUIPPED WAREHOUSE  
 50,000 SQUARE FEET PRIVATE RAIL SIDING  
 Lowest Insurance Rate in Norfolk. Pool Car Distribution  
 WE SPECIALIZE IN MERCHANDISE STORAGE  
 AND DISTRIBUTION  
 AGENTS AERO MAYFLOWER TRANSIT COMPANY  
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Established 1892  
**SOUTHGATE**  
**STORAGE COMPANY, Inc.**  
 For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.  
 MEMBER: A.C.W. A.W.A. S.W.A. U.S.C. & G.  
 Write for Booklet—"7 POINT DISTRIBUTION"

## RICHMOND, VA.

60 Years of Uninterrupted and Expert Service  
**BROOKS TRANSFER and STORAGE CO., Inc.**  
 1224 W. Broad Street, Richmond, Va.  
 Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.  
 Member of N. F. W. A.—A. V. L.—A. T. A.

## RICHMOND, VA.

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**Security Storage Corporation**  
 PACKING FOR SHIPMENT  
 Local and Long Distance Movements  
 ESTABLISHED 1887  
 Agent for Allied Van Lines, Inc.

## RICHMOND, VA.

160,000 Sq. Ft. Space  
**VIRGINIA BONDED WAREHOUSE CORPORATION**  
 ESTABLISHED 1908 1709 E. CARY ST.  
 U. S. BONDED & PUBLIC WAREHOUSES  
 MERCHANDISE STORAGE & DISTRIBUTION  
 INSURANCE RATES 20c PER \$100 PER YEAR  
 Member A.W.A.  
 BUILDINGS SPRINKLERED

## ROANOKE, VA.

**H. L. LAWSON & SON**  
**Finance and Storage**  
 Pool Car Distributors  
 General Merchandise Storage  
 421-25 EAST CAMPBELL AVE.  
 ROANOKE, VIRGINIA

## ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**  
 Capacity 500 Cars Automatic Sprinkler  
 Private Railroad Siding Accurate Accounting  
 We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.  
 Member of American Chain of Warehouses

unless they understood what routes would be traveled. However, the commission said that it was dismissing the two applications without prejudice and similar applications would be considered when the two companies had complied with the provisions of the motor carrier law.

In addition to the railroads and several other motor freight lines there were among the objectors, S. R. Buxton for the city of Newport News, H. A. Keitz for the Peninsula Association of Commerce, and J. W. Hope, Jr., for the city of Hampton.

### Frozen Products Standards Planned for Peas

According to Paul M. Williams of the Bureau of Agricultural Economics, it hopes to have ready for use during the regular pea canning season a set of standards for fresh frozen peas which can be used for grade labeling of consumer packages, as well as for commercial grading.

If this expectation is realized it will represent the first Government standards for a fresh frozen product. The Bureau has accumulated considerable data which will be used as the basis for formation of the proposed standards, although all of the material required has not yet been prepared.

The present plan is to formulate standards for frozen peas in their state after they have been thawed in ordinary tap water. Possibly, technical difficulties will arise which will require the inclusion of some sort of cooking test before satisfactory standards can be issued. The Bureau is also endeavoring to formulate mechanical tests which will show the tenderness of frozen peas after they have been thawed.

### Study Shows 63 Per Cent of Canned Foods Packed in 5 Sizes

A recent study of the subject shows the desirability of the reduction in the number of sizes of cans used for packing fruits and vegetables in the United States.

It has been recommended that 6 sizes be adopted by canners of the United States as standard, 5 of these being shelf-size cans, the other being the No. 10 can generally used in packing for the hotel and restaurant trade. The recommendations are a result of an exhaustive survey of industry practices made by the National Bureau of Standards and the National Canners' Assn.

Reports were received by the National Bureau of Standards on 250,000,000 cases of canned fruits and vegetables. It was demonstrated that about 63 per cent of the total pack was accounted for by the 6 cans which the association committee believes should be adopted as standard. W. E. Braithwaite, in charge of the container work of the division of simplified practice of the National Bureau of Standards, directed the survey. The survey showed that more than 155 different sizes of cans are being used in the United States for various types of foodstuffs.

Mr. Braithwaite stated that the survey without question proved the need for revision of simplified practice recommendation No. 155 adopted by the National Bureau of Standards in 1937, which recommended 21 can sizes as standard. The standards proposed in that recommendation were voluntarily accepted by more than 700 canners, wholesalers and food brokers.

Mr. Braithwaite further said that there is a general feeling in the industry that some action should be taken to simplify the container situation, and it is fairly certain that such will be the case.

### Conveyor Unit Counts Cases—Remote Control

The Standard Conveyor Co., North St. Paul, Minn., has developed a counting device, which also acts as a control unit so that if a certain number of cases is to be shipped, the device can be set for that number and



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**EYRES TRANSFER & WAREHOUSE CO.**

A Seattle institution—50 years of outstanding service  
Cartage — Distribution — Storage  
Highest financial rating; new fireproof, sprinklered buildings;  
lowest insurance rate (10.2¢); modern equipment.  
"The Shippers' Open Door to Alaska and the Orient"

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J. R. GOODFELLOW, Pres.

**OLYMPIC WAREHOUSE & COLD STORAGE CO.**

MERCHANDISE STORAGE & DISTRIBUTION

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complete the order, and informs the man loading the  
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**Bill to Kill Long  
and Short Haul**

The Pettengill bill to repeal the long and short haul  
clause of the Interstate Commerce Act has not been  
introduced in the current session of Congress since  
S. B. Pettengill of Indiana is no longer in Washington.  
However, a measure to achieve the same end has been  
sponsored by J. A. Martin of Colorado. It is H. R. 97.

Grave doubt is expressed whether the measure can  
be kept off the statute books during the current session  
of Congress. The repeal of the long and short haul  
clause as one of the means to correct the ills of the  
railroads was suggested to President Roosevelt several  
weeks ago by his railroad committee. It has been

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fought, however, in and out of Congress by the I.C.C., the motor truckers, water carriers, and others for many years.

Senator Charles L. McNary of Oregon has introduced another transportation measure into the Senate. It is S.254 and would give the I.C.C. jurisdiction over the express and forwarding companies and the motor truck operations of rail and water carriers.

### Superhighway Bill Would Give Rails Prior Rights

Independent truck and bus operators would be forced to play second fiddle to railroad-owned trucks, according to Transport Topics, in the use of the proposed transcontinental superhighways under a plan which has been submitted to the House Roads Committee. The plan, set forth in a joint resolution introduced in the House by Representative Jennings Randolph of Virginia calls for construction of a "self-liquidating" superhighway from coast to coast, and from the Great Lakes to the Gulf of Mexico, with connecting links. Separate lanes would be constructed for use by commercial vehicles.

The railroads, however, would be given "the right to first priority in the granting of franchises for both passenger and freight motor service."

Randolph's resolution, H. J. Res. 116, proposes creation of a special five-member Transcontinental Superhighways Commission to study the plan and make recommendations to Congress within 2 yrs.

A prolonged and vigorous appeal for enactment of his bill providing for a \$8,000,000,000 program was recently made on the floor of the House by Chairman J. B. Snyder of Pennsylvania of the Appropriations sub-committee on the Army. Declaring such a system of roads would revolutionize seacoast defense in particular, Snyder told the House his program also would greatly increase transportation facilities of the whole nation and provide extensive employment.

The Snyder bill calls for three east-west transcontinental highways and six north-south highways, which would require \$1,000,000,000 annually for 8 yrs. to build.

"One of the big problems," Snyder states, "we have been trying to solve for 50 yrs. is the problem of distribution of commodities from one part of the country to the other at less cost to the consumer and at the same time give the producer a margin of profit. In consulting fruit growers associations, textile manufacturers and the like, I find that they think such a system of highways would reduce the cost of foodstuffs such as fruits, vegetables and textile materials and similar commodities 10 to 15 per cent for the consumer and at the same time the producer would make a larger profit than he is making now."

These nine highways would total about 16,000 miles, states Snyder. "If we would set out with an 8-yr. program, constructing 2,000 miles each year, we would be putting to work approximately a million men a year on a project that not only would be used all the time but would be a nation-building project as well."

Disclosing his belief that the superhighways should be self-liquidating through tolls, Snyder asserted the system would pay for itself in from 40 to 60 yrs.

### West Coast Tax Dates

The Luckenbach Steamship Co. has compiled detailed information relative to the annual tax date at Pacific Coast ports.

At Los Angeles harbor, the procedure for 1939 is not disclosed, but the rule has been that westbound cargo on vessels arriving on 4 days prior to the first Monday of March is not subject to taxation provided delivery is not taken of any portion to noon, March 6. On eastbound cargo delivered to the docks within the

free time period allowed for receiving cargo for a specific steamer has previously been considered in transit and not subject to taxation even though not actually loaded until afternoon of the first Monday in March. This rule, it is stated, will not apply to any shipments delivered to the dock before the tax date but held for clearance on some steamer for weeks later. Cargo in any steamer, eastbound or westbound along side the dock is not assessable.

At San Francisco, the tax date is noon, March 6, 1939, and the assessor of the city and county of San Francisco has ruled as follows: On westbound cargo arriving at San Francisco and discharged to the dock prior to noon of the first Monday of March would not be taxable, provided the free time had not expired prior to this tax date, but that if free time had expired prior to noon of the first Monday of March, the cargo would be taxable. On eastbound, cargo delivered to dock within the free time allowed for receiving for a specific steamer would not be taxable, even though the cargo was not loaded and steamer did not sail until after the tax date, the cargo being considered in transit in interstate commerce. However, if eastbound cargo is delivered to dock prior to the free time allowed for receiving cargo for any specific steamer, it would be assessable for the reason that this would appear to be an obvious endeavor to evade the payment of the tax. Eastbound or westbound cargo in the steamer alongside the dock on the tax date would not be assessable.

At Oakland, the tax date is noon, March 6, 1939. On westbound cargo which arrives at one of the terminals and is discharged but has not been delivered before noon of the first Monday in March would not be reported to the county assessor, provided it was still within the free time allowed for delivery. On the other hand it would be reported if the free time had expired prior to the tax date. On eastbound cargo, no report would be made to the assessor on cargo which was received within the free time allowed for receiving for a specific sailing, even though it was delivered to the dock prior to, but not loaded until after the tax date.

At the Howard terminal the traffic manager advises that they do not report to the assessor any cargo which they consider is in transit. He further advises that they would not report any westbound cargo on the dock as of noon, March 6, 1939, provided it was discharged to the dock within the free time allowed for delivery. On eastbound cargo any freight received on the dock prior to noon of March 6, 1939, and set up for a specific steamer would be considered in transit, even though the free time for receiving had expired prior to the tax date, and that such freight would not be reported to the assessor.

The same situation applies at the Encinal terminals, Alameda, and the Parr Richmond terminal, Richmond, as applies with the Howard terminal with the exception that both Encinal and Parr Richmond consider everything in transit on which no warehouse receipt has been issued, irrespective of free time. No report is made to the assessor on such in-transit cargo. The assessor of Alameda County in which are located the Port of Oakland terminals, Howard terminal and Encinal terminals has rendered an opinion that no cargo, whether within the free time or not, if on any terminal within the county at noon on the first Monday in March is assessable. The ability of the assessor to collect, however, depends on whether or not such cargo is reported to him by various terminals.

The tax date at Stockton is noon, March 6, 1939. On westbound cargo anything in the possession of the delivering carrier, the River Lines, is considered in transit and is not reported to the assessor, even though the free time has expired by noon of the first Monday in March. Any cargo in a ship alongside the terminal on the tax date is not taxable.

The Sacramento tax date is noon March 6, 1939; at Portland it is 12.01 a.m., March 1; and at Seattle, Jan. 1.

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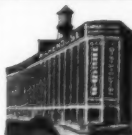
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